A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 20, 1966

U.S. company convenes representatives from 23 nations - target: world sales

International Trade Winds

Company News

PULP AND PAPER—West Virginia Pulp and Paper Co. has established a subsidiary sales company in Australia, Westvaco Pacific Pty., Ltd., located in Milson's Point, New South Wales. It will handle sales of bleached paperboard, pulp, saturating kraft and other papers in 16 Far East nations. In January, Westvaco Europe S.A. was organized in Brussels, Belgium, to serve European and Middle East markets.

POWER STATION—The Japan Atomic Power Co. has signed a $56.1 million contract with General Electric's IGE Export Division to design and build Japan's largest power station, at Tsuruga, about 200 miles west of Tokyo near Kyoto. The station will have a net rating of 342,000 KW. Its reactor is expected to be operational in September 1970. A demonstration power reactor plant by GE has been operating in Japan since August 1963.

ALUMINUM FABRICATION—American Metal Climax (AMAX) and the British nonferrous metals fabricator McKechnie Brothers, Ltd., are forming a jointly-held company to manufacture aluminum extrusions and architectural aluminum products in the United Kingdom. Construction of a modern extrusion plant in the northwest of England is planned, along with expansion of the Kawneer architectural products plant in Buckinghamshire.

POLYESTER FIBER—Farbwerke Hoechst AG and Hercules, Inc., will establish "Hystron Fibres, Inc." in South Carolina, to produce "Trevira" polyester fiber. Capital, contributed equally by the German and American parent companies, totals $10 million. Production of the new plant is to reach 45,000 tons annually.

METAL CONTAINERS—Metal Flo Corp. of New York and Phoenix-Rheinrohr A.G. of Duesseldorf, Germany, establish Deutsche Metal Flo G.m.b.H. at Dinslaken, to produce low-pressure gas containers, beverage cans, utilizing Metal Flo's new production process that dispenses with soldered and pressed seams. The venture's initial capital of $125,000 is owned in equal shares by the two firms.

Newsletter

A reminder about last week's issue of International Commerce: it carries a listing of 1,182 world market share reports, commodity by commodity, available at nominal cost from Commerce Department's Clearinghouse. This new service can be a strong link in exporters' market penetration plans.

An important appraisal of shows at U.S. Trade Centers has been made by the director of the Phoenix Telephone organization of London. He traveled to Frankfurt in January to see an electronic production equipment show, judged it to be on the highest professional level, and came back in May for a plastics show, which he found to be equally top-drawer. Now he wants to be on the invitation list for all Trade Center shows.

U.S. Commercial Officers in Asia report mounting interest in an equipment test race on the new Asian Highway next year. Australian, Japanese, and European makers of autos, utility vehicles, tires and other road products are already looking ahead to it. A detailed film on the cross-continent highway built in part by American and Soviet engineers, is available from the Public Affairs Office, UN Secretariat, New York.

As a direct result of the notice given the recent U.S. Trade Mission to Saudi Arabia (April 11 I/C) a hotel operator in Jidda has contracted to buy three American diesel engines and as many 350kw generators. Other significant sales stirred by the Mission are nearing completion.

Public exposure of U.S. products at Commerce's trade shows goes beyond the exhibit hall. For example, a recent exhibition of teaching and training aids in Paris was brought to French attention by articles in the Paris daily Figaro, by two supplements in the trade publication Inter Audiovision, and still later it will be recapped by French radio and TV in a program based on the show.

Commerce officials have found that professional and technical seminars are popular at trade exhibitions everywhere, but particularly appreciated by sales and engineering staffs of Japanese firms. Specialists in Japan are on the lookout for discussions with their counterparts from the U.S.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Company sales conferences aimed at export improvement can be almost a "UN in miniature," the president of the E. W. Bliss Co. told his firm's overseas representatives when they gathered in Canton, O., in May. He was speaking to men from 23 nations. Among them were agents from the Far East, shown in the cover photo getting pointers on a Microflex timer assembly. The conference, covering sales and engineering subjects, went from city to city, as described in article on Page 2.

International Commerce

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June 20, 1966 — Volume 72, Number 25

FEATURES

2 **Three pages of pictures show how the E. W. Bliss Co. gathers its sales, engineering representatives from 23 nations to build export totals**

8 Business Proposals are invited by October 1 for North African Trade Mission

TRADE FAIRS AND CENTERS

16 Trade Center exhibitions' registration lists of visitors now available to public

18 Teaching, training aids on display to 40,000 at U.S. Exhibition in Paris show

WORLDWIDE BUSINESS OUTLOOK

20 New government of Nigeria continues previous regime's economic policies

22 Rwanda's higher export earnings are seen as improving U.S. share of market

23 Congo (Leopoldville) achieving more foreign exchange, seeks new suppliers

24 Colombia's improved business climate brings big increase in country's imports

26 Mexico's economy continuing at good 1965 pace, with no letup now in sight

29 El Salvador's economic growth slowed in '65, but still was healthy 6%

30 Robust Honduran economy skipped usual first quarter industrial lull this year

U.S. GOVERNMENT ACTIONS

32 Tariff Commission issues commentary on imports of watches, movements, parts

FOREIGN GOVERNMENT ACTIONS

33 Government of India devalues rupee, imposes export duties on 12 commodities

INVESTMENT OPPORTUNITIES

34 South African manufacturers seek licenses from U.S. firms for many products

WORLD TRADE OPPORTUNITIES

35 Number of countries ask bids

37 Sales leads for exporters

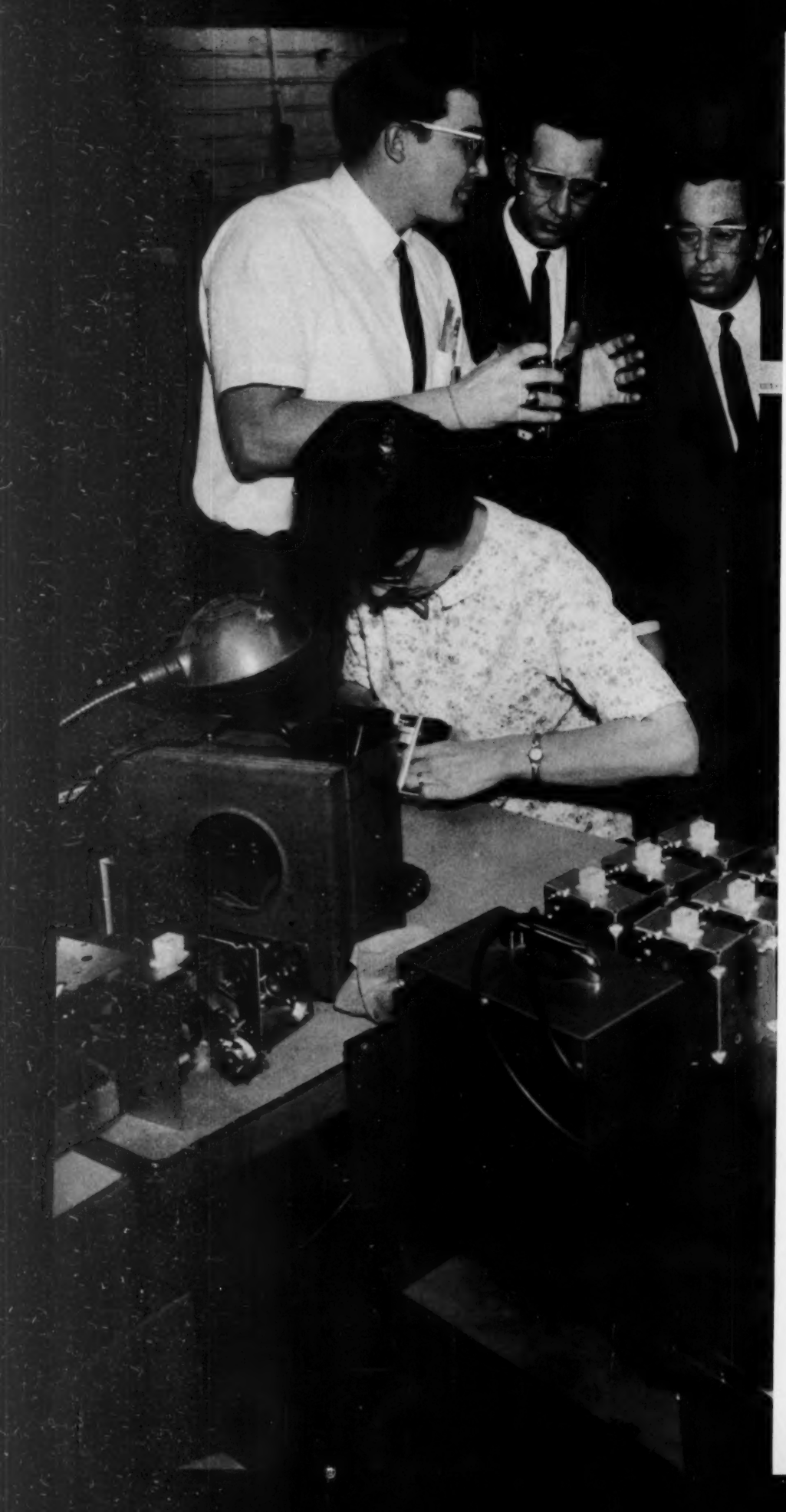
40 Sales representation

41 New Trade Lists

41 Leads for importers

43 Visiting buyers and officials

NEW BOOKS AND REPORTS, page 44



E.W. Bliss gathers global team

Ten-day conference has 65 from 23 nations

By C. ALPHONSO SMITH
Office of Publications and Information, DIB

"We look upon the cost of this first International Sales and Engineering Conference as an investment, not an expense. We are expecting a 25% increase in sales from every subsidiary, every licensee and every agent. Before this conference is over, you will know our complete line of products, but of greater importance, you will know each other. There is no substitute for face-to-face confrontation and discussion of problems."

With these words, Carl E. Anderson, board chairman and president of the E. W. Bliss Co. of Canton, O., welcomed 65 of the company's overseas representatives flying in from 23 countries and Hawaii to attend a 10-day sales and engineering meeting.

Bliss manufactures a diversified line of products ranging from metalworking presses, rolling mills and can machinery to traffic control and fire alarm and fire-fighting systems, timers, counters, ball valves and aerospace equipment.

Coming from England, France, Germany, Belgium, Italy, Sweden, Switzerland, Norway, Iceland, Portugal, Spain, Israel, Australia, Japan, Argentina, Brazil, Venezuela, Trinidad, Guyana (formerly British Guiana), Jamaica, Mexico, Puerto Rico and Canada, each man paid his own expenses to the U.S. but from the moment of arrival each overseas representative became a Bliss guest.

Culminating three years of planning, the conference was organized by Edmund W. Shuster, Bliss' vice president for international operations, who was back-

TOURING THE EAGLE PLANT, visitors are briefed on assembly operations by foreman, Dennis Butt.

stopped by the international sales and marketing managers of the company's three divisions: Light Manufacturing, Rolling Mill and Press.

Prior to their arrival in the U.S., the overseas representatives were assigned to one of the divisions. The starting place for all groups was a motel near O'Hare Airport in Chicago. By air-conditioned bus, each visitor was taken to a Bliss plant in his division.

The light manufacturing group, for example, was driven 165 miles to the Davenport-Rock Island-Moline area where the Bliss Eagle Signal Division produces traffic signals, timers, counters and similar products. After discussions on the latest developments in electronic traffic signals, the group was taken to a busy inter-state highway intersection to study traffic controlled by Bliss lights.

The program in Canton was carefully balanced to avoid a too heavy dose of technical meetings and discussions. Golf, tennis, bowling, a visit to nearby Mount Union College and a recital by the college choir were interspersed with a daily

ALUMINUM WELDING TECHNIQUES are on the agenda of instruction for these two guests of E. W. Bliss Co. Below, two Japanese visitors inspect EC system master controller as part of a technical session.

MULTI-DIAL TRAFFIC CONTROLLER gets close scrutiny from two conferees while others, below, observe a final individual inspection of cycl-flex timers.

VISITORS GET INFORMATION on vibratory finishing machine during tour of Davenport plant. A master traffic controller below is carefully inspected.

ROTARY TUBE STRAIGHTENER is seen (below) operating at Pittsburgh plant.

A LARGE METALWORKING PRESS assembled at Bliss' Canton, Ohio, installation is seen by Charles B. Stebbins, director of the Cleveland Field Office, (r.).

schedule beginning with breakfast at 7:30 a.m. Morning meetings were conducted by Bliss' top management men.

The conference ended at Bliss' new research and development laboratory at Swarthmore, Pa. Here the representatives saw a new fire-fighting foam that can completely envelop the occupants of an airplane and yet permit them to breathe. With aircraft carrying 300 to 900 passengers now on the drawing boards, fire suppression systems of this type are being eagerly studied by the aviation industry.

A tour of UN headquarters in New York, a boat trip around Manhattan and a good-bye luncheon in New York brought the first Bliss International Sales and Engineering Conference to an end.

The 65 overseas representatives, some of whom had reluctantly accepted the Bliss invitation as a "command performance", were outspoken in their praise of the conference planning and organization.

The E. W. Bliss Co., an early winner of the President's "E" Award for Excellence in exporting, has offered to share the knowledge and experience gained at their conference with anyone interested.

Shipboard trade mission reports good markets in South America

Briefings on ship, person-to-person contacts ashore contribute to lively prospects for more U.S. business

A shipboard trade mission, said to be the first of its kind, has returned from a working tour of South America's East Coast strongly recommending that business and financial interests support such an approach to trade promotion every year.

If any member had tried to duplicate his accomplishments "on his own", they said, it would have cost him at least three times as much in dollars and 30 days' extra time. Discussions aboard and ashore were lively and enlightening, and the delegates made valuable contacts everywhere they went.

Sponsored by the Commerce and Industry Association of New York and coordinated by the Moore-McCormack Lines, the mission sailed from New York on April 22 aboard the SS. Brasil for a 33-day search for markets in Brazil, Uruguay and Argentina.

The mission attributes a large measure of its success to the briefings at sea—by U.S. industrialists, bankers, Government specialists, and South American Government representatives and businessmen who boarded the ship in New York or at various ports along the way.

Ralph C. Gross, executive vice president of the sponsoring Association and a member of the delegation, points out that a major advantage of a mission by ship is the time available for such briefings on each country and market before the ship arrives in port.

Five Brazilian cities visited

Aboard the American-flag liner which was their hotel throughout the trip, the mission stopped at five cities in Brazil. In the northeast, Recife and Salvador were visited. Members who inspected plants at the invitation of local businessmen reported that much of the equipment in use is obsolete—particularly in textile manufacture and food packaging—and that foreign investment is needed to modernize industry.

In Rio de Janeiro, an official of the Ministry of Commerce pointed out that Brazil at present has a favorable dollar balance which should encourage importation of more U.S. products.

At Santos and at Sao Paulo which is serviced by the Santos port, the mission found much more progress in industrial expansion than in the northeast—and good potential for textile, packaging, electrical, and power distribution equipment.

Modern sanitation and health standards should be developed, the mission observed, and fertilizer manufacture greatly expanded.

In Uruguay, Argentina

Person-to-person contacts in Montevideo, capital of Uruguay, led to expressions of interest in some U.S. products, and actual business is expected to result.

A thriving business and banking community paralleling that of the United States was found in Buenos Aires, capital of Argentina. Though some businessmen there showed signs of deferring definite commitments until the inflation tapers off and the currency stabilizes, the mission reported several sound proposals—and optimism for the future.

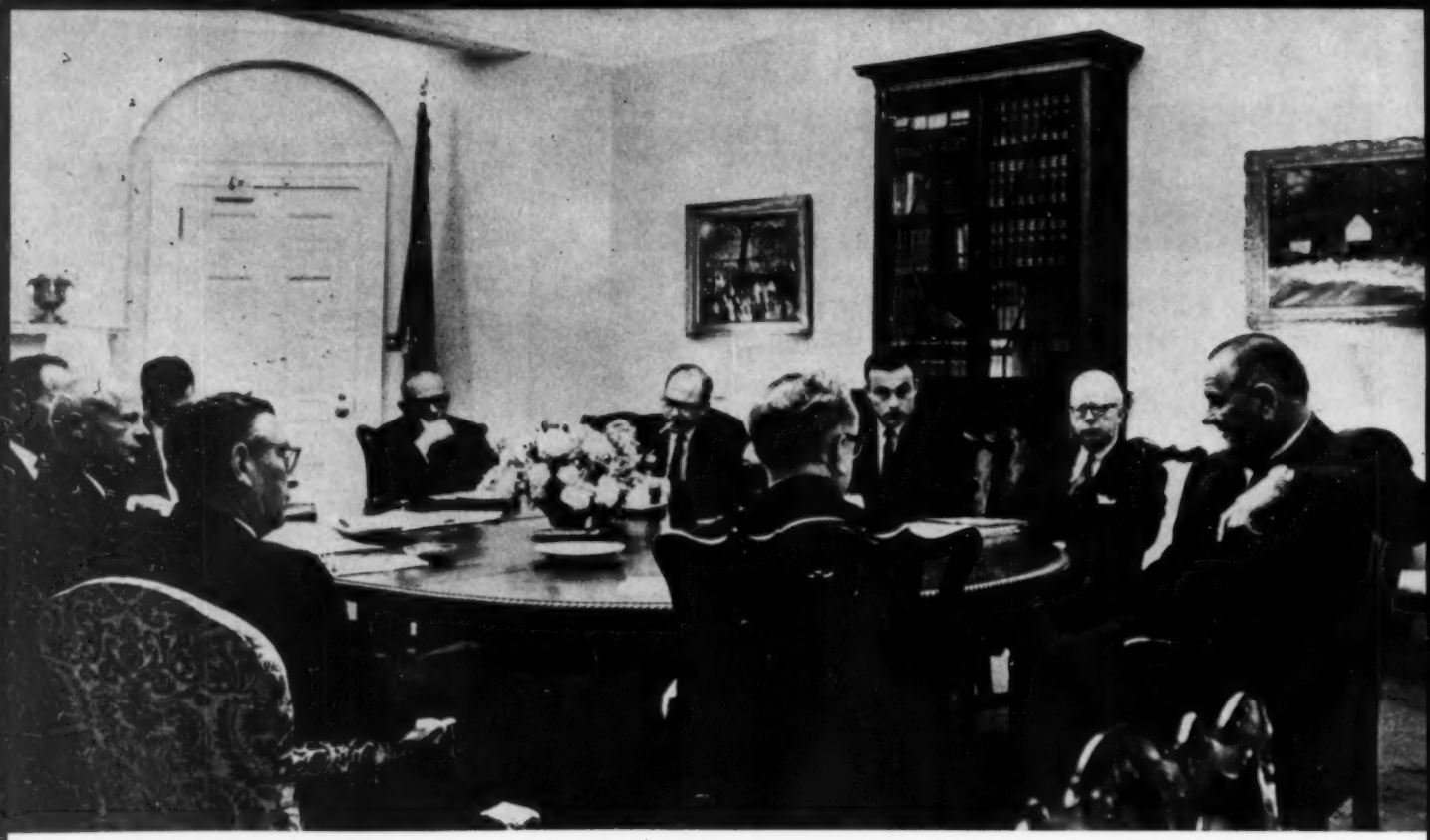
Broad interests

Joseph A. Medernach, vice president and assistant to the president of Moore-McCormack Lines, Inc., New York, was among the registered U.S. delegates.

Interests of other members ran from banking and finance to textile manufacture, cotton brokerage, and heavy equipment making.

Miss Gertrude Heare, Brazil Desk Officer, U.S. Department of Commerce, Washington, D.C., and John Troy, Commercial Attache at the U.S. Embassy in Buenos Aires, participated in the briefings. The Commerce Department and U.S. Foreign Service posts in the countries visited cooperated in the arrangements.

SHIPBOARD MISSION to East Coast of South America last month found lively interest among local businessmen everywhere. Below, several members are conversing with prospective traders in Montevideo.



PRESIDENT JOHNSON RECEIVES ACTION COMMITTEE REPORTS on export financing, taxation, and ocean transportation and freight rates at a White House meeting with NEEC leaders. From left to right: Robert F. Dwyer, Vice Chairman of NEEC; Carl A. Gerstacker, Chairman; Francis Bator, a White House special assistant; Fred Foy, former NEEC Chairman; Harold Linder, head of the Exim-Bank; Gardner Ackley, chief economic adviser; Commerce Secretary John T. Connor; Asst. Secy. of Commerce Trowbridge; Treasury Secretary Henry H. Fowler, and the President. New units are now appraising exports.

New techniques to abet export expansion sought by NEEC units

Action committees want to break fresh ground for promotion; one will explore ways to hold market shares gained by AID

U.S. businessmen will plan a campaign to develop fresh methods of promoting exports at the kickoff meeting of the National Export Expansion Council's Action Committee on Export Promotion in Washington on June 29.

Many NEEC members feel that some of the current techniques, while effective, are getting a bit shopworn, and that a new look at the problem could spark many new ideas.

"We think quite frankly that there has been some loss of momentum at the REEC level in the primary mission of export promotion. . . . and now is the time to get back on the track and push as hard as we can in the field of export promotion," according to Secretary of Commerce John T. Connor.

Also commenting on the need, Assistant Secretary of Commerce Alexander B. Trowbridge reported on a recent trip through Europe in which he inspected the different types of trade promotion techniques used in that major market area, and suggested that several of them were adaptable to the U.S. trade promotion program.

On June 29, the NEEC will start doing something about it.

In addition to breaking fresh ground, the committee will also search for ways to introduce more U.S. manufacturers to the programs already being successfully employed by American exporters.

Another action committee, on Trade and AID, will hold its first meeting in late June. Its purpose is to attract U.S. producers into markets where the American assistance program is being phased out, in order to hold the market share which the AID program has given to the U.S.

"The Trade and AID Committee" will study an area in which the U.S. Government is in effect spending hundreds of millions of dollars each year just to provide samples of the kinds of goods U.S. industry can produce. Despite the opportunities and advantages provided by these programs, U.S. business has not on the whole been vigorous in penetrating these markets, a committee head commented.

The Committee will give special attention to: possible changes and amendments to AID's rules and practices to increase long-term U.S. sales; business activities which could turn AID-financed sales into long-term market penetration; and improving AID's programs aimed at boosting investment in the developing countries.

This effort is a followup by the NEEC's first three action committees, whose reports on Export Financing; Ocean Transportation, Freight Rates and Export Expansion; and Taxation and Exports were released April 29.

St. Lawrence Seaway traffic may double by 2000, study finds

Stanford review checks possible effects of toll increases

The St. Lawrence Seaway may be handling as much as 50% more cargo tonnage in 1980, and by the year 2000 it could well double 1965 tonnage. Moderate changes in tolls are not likely to influence the cargo traffic, in general, but toll increases might affect long-run investment decisions in Labrador-Quebec iron ore sources and cause the loss of marginal grain shipments.

These are the major conclusions of a report prepared for the Department of Commerce.

Stanford Research Institute prepared the report based on its economic analysis of cargo movements through the St. Lawrence Seaway and estimated tonnage for 1970, 1975, 1980 and 2000. The study also analyzes the sensitivity of the forecasted tonnage to possible changes in toll rates and to a six-week seasonal extension.

The study was made to assist the Saint Lawrence Seaway Development Corporation, U.S. administrators of the Seaway, in considering the adequacy of tolls now in effect to meet statutory requirements that the Seaway facilities be self-liquidating and self-supporting. For its analysis, the Stanford Research Institute divided total Seaway cargo tonnage into the major commodity components: iron ore, grains, coal and coke, petroleum and petroleum products, general cargo, and minor bulk commodities.

The Montreal-Lake Ontario Section of the Seaway is the subject of the analysis and forecasts in the Stanford Research Institute study. It contains seven locks and other navigation improvements built and operated cooperatively by The St. Lawrence Seaway Authority of Canada and the Saint Lawrence Seaway Development Corporation of the United States. Toll revenue from the Montreal-Lake Ontario Section is split—71% going to Canada and 29% to the U.S.

The 170-page **Economic Analysis of St. Lawrence Seaway Cargo Movements and Forecasts of Future Cargo Tonnage** (Stock No. PB-169 965) is available for $5 from the Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151. Microfiche copies are $1.

SPEEDING GREAT LAKES SHIPPING on its way to the Atlantic is the Snell Lock near Massena, N.Y. The number of vessels like this using the St. Lawrence Seaway is expected to double by the year 2000.

West Virginia mission in Europe promoting State's products

Members seeking markets for crystal, coal; also more tourists

The second industry-organized trade mission from West Virginia arrived in Amsterdam June 8 on the first stop of a six-country trip promoting the State's products and tourist attractions.

The mission was organized by the West Virginia Department of Commerce with the help of the U.S. Department of Commerce Bureau of International Commerce. Members are seeking distributors, licensees, joint-venture arrangements and direct sales for "made-in-West Virginia" crystal, rubber products and coal. They will also show films of the State's tourist attractions.

The mission will visit Amsterdam, Rotterdam and The Hague in the Netherlands; Barcelona, Spain; Duesseldorf, Germany; Lisbon, Portugal; Milan, Italy, and Paris, France. They will return June 28.

J. Henry Barbour, special assistant to West Virginia Governor Hulett C. Smith, will head the group. Other members are John C. Weber, Jr., West Virginia Glass Specialty Co.; R. C. Fleming, Rubber Fabricators, Inc., William H. Hunton, Norfolk and Western Railway; H. P. Henshaw, Jr., Chesapeake and Ohio Railway; Michael R. Prestera, owner of several trucking companies; H. D. Kinsey, Union Carbide Corp.; Angus E. Peyton, Commissioner of Commerce, State of West Virginia, and H. P. Dillon, Jr., President, Teamster's Local 505.

El Salvador issues rules for truck, bus assembly

El Salvador has issued regulations for the assembly of trucks, vehicles for agricultural use, and commercial buses under Decree No. 49, in addition to those in the Industrial Encouragement Law.

Applications for assembly privileges must be submitted to the Ministry of Economy and must include a plan for the progressive use of parts and supplies of Salvadoran or Central American origin.

For a copy of Decree No. 49, in Spanish, on a 10-day loan basis, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

CASABLANCA is a busy city on Moroccan coast.

U.S. TRADE MISSION

To seek markets in North Africa

Industrial specialists, with two Commerce officials, will look for business ties in Libya, Tunisia, Morocco

A U.S. Trade and Investment Mission will visit North Africa late this fall to appraise for the U.S. business community opportunities in Libya, Tunisia and Morocco.

Five businessmen with know-how in selected industrial fields will be accompanied by two Commerce Department officials, one serving as the Mission's Director, the other as its Trade Development Officer.

After working in Libya Nov. 12-26, the Mission will visit Tunisia Nov. 27-Dec. 3, and Morocco Dec. 4-10. Business Information Centers will be operated in Tripoli, Benghazi, Tunis and Casablanca, where the Mission and local businessmen and organization can discuss proposals. U.S. firms interested in doing business in one or more of these countries are invited to submit proposals for the attention of local concerns (see accompanying article).

For U.S. business community

Visits by selected members of the group to other business centers in each of the countries also will be scheduled. Meetings with decision-making Government officials in the economic sector and with trade organizations such as chambers of commerce, coupled with visits to plants and other targets of industrial or agricultural interest, will afford the Mission additional background for evaluating the opportunities for (and impediments to) development of trade and the establishment of industrial enterprises.

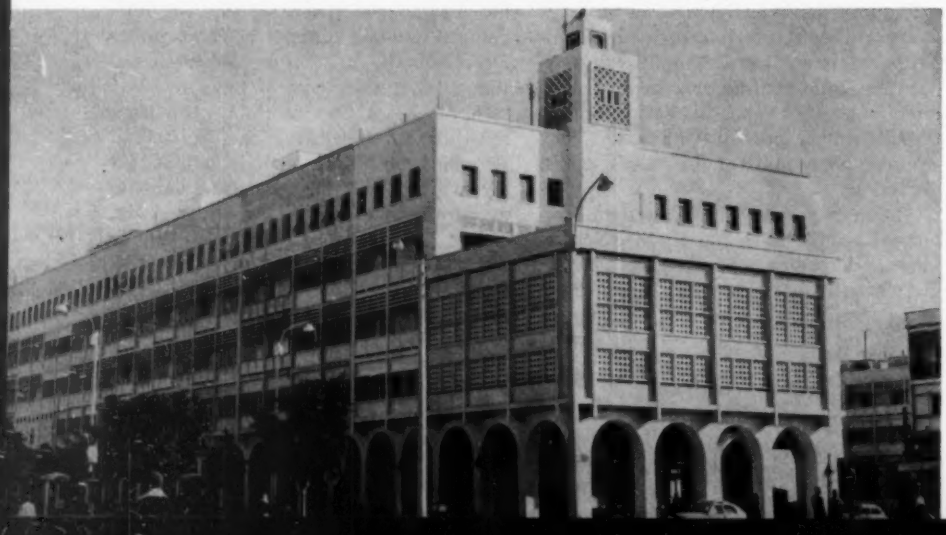
The group, upon its return to the States, will publish its findings and recommendations for the benefit of the U.S. business community and hold several conferences to furnish additional first-hand knowledge of the trade and investment opportunities it has identified overseas.

Mutually beneficial

Businessmen, market observers, and Government officials in the United States as well as in the countries to be visited feel that this Mission will be mutually beneficial to the economies of the United States and the host countries, and that a substantial number of business opportunities will be moved toward consummation during and following the Mission's visit.

In Libya, the upsurge of the country's oil economy has created substantial pur-

TRIPOLI, in Libya, presented its 5th international fair in the spring, when 50 U.S. firms exhibited in this pavilion. Below, building in SFAX—a major Tunisian port city with population of about 65,000.



chasing power and a rapidly expanding import market with a genuine possibility for immediate cash sales, a possibility energetically exploited by businessmen from many competing countries. Establishment of joint ventures has been mushrooming in the past few years, and a capital return within 5 years is no exception.

Development program

Tunisia, a politically stable country, has a developing economy and offers growing market possibilities. Friendly toward the West, the country has adopted several measures to encourage free enterprise and attract private foreign investment, including an Investment Guaranty Agreement with the United States. Tunisia is engaged in a far-reaching development program, aimed chiefly at modernization of the country's agriculture.

Morocco's current Three-Year-Plan calls for intensive economic development. U.S. traders and industrialists now can operate in Morocco on essentially the same terms as the French. The Government follows a sound and liberal approach to economic proposals and basically believe in both private enterprise and the attraction of investment from Western Europe and the United States.

Businessmen interested in volunteering their services as members of the Mission and who qualify in the specializations described in the following paragraphs are invited to make their availability known to the Bureau of International Commerce, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230 or to any of the Department's Field Offices. A knowledge of French is desirable but not a prerequisite.

Five specialties

Area development. Experience in the evaluation of local resources and in presentation of pertinent findings to the U.S. business community. A background of construction development, industrial as well as commercial and residential, is preferred; a knowledge of hotel construction, management, and supplies is desirable.

Food processing and packaging. Experience in the processing, packaging, package designing, and distribution of such foods as fish, meat, vegetables and fruit including citrus, tomato, paprica, and olive oil. Ability to identify U.S. sources of machinery used for such processing and packaging.

Chemicals. Knowledge of such agricultural chemicals as phosphate and nitrogenous fertilizer, insecticides and pesticides and, if possible, chemicals used in the oil industry. Ability to demonstrate the competitiveness of U.S. equipment in the use of chemicals for manufacture of semifinished and finished products.

Small-scale industries. Knowledge of the latest U.S. developments in machinery and equipment utilized in various small-scale industries, including light metalworking machinery and manufacture of tools and hardware. Ability to identify U.S. suppliers willing to service equipment and stock components and spare parts.

General industrial machinery. Experience in a wide range of general industrial machinery including building and construction machinery. Ability to explain competitive advantages of U.S. equipment and to identify U.S. suppliers willing to service and to maintain stocks of components and spare parts.

Market profile—Tunisia

Government: Republic since 1957. Constitution provides for a presidential system with a unicameral legislature and independent judiciary. Legislative powers exercised by the National Assembly.

Area: 63,378 square miles—about the size of Louisiana.

Population: (1962): 4.3 million, with annual growth rate of 2.1%. Labor totals about 1,350,000: 800,000 in agriculture; 130,000 in industry and construction; 200,000 in Government development projects.

Principal cities: Tunis, capital, 700,000 in metropolitan area; Sfax, 65,000; Sousse, 48,200; Bizerte, 44,700; Menzel Bourguiba, 34,700.

Income (1965): Gross national product estimated at $824 million (in 1962 prices); per capita GNP, $176.

Currency: Dinar, 1 dinar = US$1.90. Tunisia is a member of IMF. Foreign exchange reserves are low ($34 million in October 1965) and balance of payments situation difficult.

Agriculture: Chief products: wheat, barley, citrus fruits, olive oil.

Mining: Principal minerals and 1965 production (in thousands of metric tons)—phosphate rock, 3,040; iron ore, 1,116; lead, 24; zinc, 7; salt, 355. Mineral and mineral products account for more than 40% of export earnings. Unofficial estimates place recoverable Tunisian oil reserves at between 50 and 60 million tons.

Industry: Primarily mining and food processing. New industries beginning to supply major domestic requirements are refined petroleum products, sugar, textiles, steel. Several light industries started production or are nearing completion.

Transportation: Nearly 1,000 miles of railroads; 9,400 miles of roads, of which 5,200 miles paved. Major ports: Tunis, La Goulette, Sfax, Sousse, and Bizerte. International airport at Tunis.

Exports (1965): Valued at $119.9 million. Major customers: France, 31%; Italy, 12%. Main exports: Olive oil, wine (value declined 75% in 1965 due to loss of French market); phosphate rock, fertilizer, iron-ore, citrus fruits.

Imports (1965): Valued at $245.9 million. Major suppliers: France, 39%; U.S., 16.2% (90% of which was AID-financed). Major imports: Iron and steel, machinery, transportation equipment, cotton textiles, food products.

Conditions of trade: Distinctions made between essential and non-essential imports, and between imports from franc zone and bilateral payments agreements countries and those imports from other countries. Non-essential items generally subject to global quotas, divided among countries usually on basis of bilateral trade agreements. Exception is made for U.S., which has no trade agreement. Little likelihood of any major change in present policy because of difficulties in finding markets for major exports.

U.S. companies given deadline of Oct. 1 to send in proposals for North Africans

Offers must reach Trade Mission Director by that time to be distributed among local businessmen before members arrive

U.S. companies with a product or service to offer or those wishing to enter into other business arrangements with Libya, Tunisia, and/or Morocco are invited to send in their proposals to the Trade Mission Director.

The proposals should be received in Washington by October 1. They will be summarized, without the submitting firm's identity, in booklets which will be distributed throughout Libya, Tunisia and Morocco before the Mission's arrival.

The detailed proposals themselves will be sent to the Mission's Business Information Centers in the three countries, to furnish the necessary additional background for individual interviews between Mission members and foreign businessmen.

Identification of the submitting firm will take place only after the American interviewer has satisfied himself of a bona fide interest on the part of the interviewed company or individual—who will be asked to get in touch with the U.S. firm whose proposal is of interest.

In addition, the submitting U.S. company will be provided with the name(s) of the foreign firm(s) having a definite interest, so that the U.S. company may take the initiative. World Trade Directory Reports on the foreign firms will be available.

How to do it

To submit a business proposal, a U.S. firm should send answers to the questions below to the Director, U.S. Trade and Investment Mission to Libya/Tunisia/Morocco, BIC-918, Department of Commerce, Washington, D.C. 20230.

- What product or service do you wish to offer?
- Do you wish to sell directly to the end-user, or do you wish to appoint an agent or distributor? Describe the arrangement you desire. Indicate whether a definite distributorship or agency contract should be preceded by a trial period, whether you will grant exclusive representation in the country, whether your representative should be precluded from offering competing lines, whether renewal of the contract is to be contingent upon your distributor or agent sustaining annual minimum volumes of sale. The Mission will not seek a substitute for an established agent or distributor.
- Are you interested in a direct investment, financial and/or operational? In a joint venture? In licensing a qualified firm to manufacture your product abroad? Describe your proposal briefly, giving details of products and services you plan to provide and of those you expect your foreign partner(s) to provide.
- Do you wish to import? For your own account? As a commission agent? Describe the product and the type of arrangement sought.
- What type of firm is best qualified to transact your business?
- Do you wish to utilize this service in more than one of the countries visited? If so, please specify. If interested in all three, send your proposal in quadruplicate; if interested in two, in triplicate; if interested in one, in duplicate. Each submission is to cover one proposal only; if you wish to submit additional proposals, send in material separately for each. Similarly, if you represent several firms, submit a separate proposal for each client—and for each country—with each specified by name and product or service offered.

Each proposal should be accompanied by descriptive information such as catalogs, brochures, specifications, specimen contracts, pricelists, c. & f. or c.i.f. if possible), delivery and credit terms, com-

Market profile — Libya

Government: Constitutional monarchy under King Idris I. King appoints Prime Minister and Council of Ministers as well as members of Senate. Chamber of Deputies chosen by popular vote.

Area: 679,358 square miles, two and a half times the size of Texas.

Climate: Mediterranean along most of the coast; subtropical or tropical desert in other areas.

Population: Estimated at 1.6 million in mid-1965. About 280,000 Libyans in 1960 were in agricultural occupations and 100,466 in non-agricultural sectors. Laborers being brought in from Morocco and Sudan.

Principal cities (1964): Tripoli, co-capital and commercial center, 212,577; Benghazi, co-capital, 136,641.

Income: Gross national product, estimated at $465 million in 1963; per capita GNP, about $300.

Currency: Libyan pound, £L1 = US$2.80. Foreign exchange reserves estimated at $300 million. Highly favorable balance of payments since 1963.

Agriculture: Most important crops: barley, wheat, dates, peanuts, tomatoes, olives, citrus fruits.

Minerals: Petroleum most important mineral and backbone of economy; 445 million barrels produced in 1965. Gypsum, chalk, limestone, marble, potassium, and iron ore also found. Petroleum provides 99% of value of all exports.

Industry: Most firms in petroleum-related activities. Some plants process local agricultural products.

Transportation: 1,800 miles of paved roads. Major airports at Tripoli, Benghazi, and Sebha. Tripoli is only adequate port.

Exports, 1964 (value in $ millions): 700; to West Germany, 235; U.K., 156; Italy, 86; U.S., 30.

Imports, 1964 (value in $ millions): 292; from U.S., 68; Italy, 59; U.K., 52; West Germany, 31.

Conditions of trade: Most imports enter under open general license. Generally low tariffs. No tariff preferences accorded to any country.

mission rates, principals' participation in overhead and advertising expenses. This material should not exceed 50 single sheets for any one proposal.

Business proposals must also give the following information:

► A summary of your proposal in 35 words or less, for inclusion in the booklet to be distributed abroad;

► A recent statement of commercial standing (if filed within the past year, indicate filing date only): A Department of Commerce Form 1A-57, available from local Commerce Department Field Offices; or a current mercantile agency report; or a current bank report.

Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for their clearance before the deadline.

Libyan housing shortage creates prime openings for U.S. builders

Embassy outlines steps for American firms to enter Libyan market; new housing scheme will cost over $1 billion in next five years

Libya is embarking on a housing construction program which offers outstanding opportunities for U.S. construction firms and suppliers of construction materials.

Last year the Prime Minister announced the Idris Housing Scheme, named after the King, for building 100,000 houses over a five-year period, at a total cost of $1.1 billion.

A total of $70 million for the first phase of the project has been included in the development budget for the current fiscal year ending March 31, 1967 and a tender for the construction of 10,000 houses has been submitted for international bids (see INTERNATIONAL COMMERCE, May 9, page 26).

$70 million available

About 66% of Libyan development expenditures are for construction of some kind. This means that $170 million, including the $70 million for the Idris Housing Scheme, will be available from Libyan government sources for construction in the year ending next March 31.

The private sector also is spending upwards of $4 million a year for residential housing, and this is expected to increase.

Libya's housing shortage has been caused by the accelerated population movement from rural areas to urban centers while costs of construction have greatly increased due to labor shortages.

Houses in Libya are generally constructed of limestone blocks, which are abundant and cheap, and plastered with cement. The bigger buildings usually include some structural steel. Although Libya has two cement factories on the drawing boards, neither is expected to be in production before 1969. Meanwhile, cement is imported chiefly from Greece and Italy.

Walls are thick and ceilings are high for insulation. Plumbing and electrical features generally follow European practices, which suit the Libyan taste.

The pressure for housing for Americans is a significant factor, however. There is no great pressure in Benghazi, but in the Tripoli area there are some 2,000 American families, mostly oil company employees or non-commissioned and junior officers who live off Wheelus Air Base in rented houses. Many of these families would be interested in newer housing.

The U.S. Embassy in Tripoli foresees an opportunity for an American firm or consortium of housing construction firms to come into Libya under the Idris Housing Scheme, as well as to construct middle income housing for Americans and urban Libyans who can afford it.

According to the Embassy, U.S. construction firms could enter the Libyan market by **1)** establishing a housing institute with offices in Tripoli and Benghazi manned by Americans, in order to handle research and construction, **2)** entering partnerships with Libyans, since only they can own land and secure the necessary permits, **3)** furnish know-how and construction materials in quantities which can be economically shipped, **4)** adapting American plumbing and appliances to Libyan conditions, **5)** hiring Libyan workers, with only a few American foremen, **6)** studying local climatic and cultural features.

U.S. firms may engage in construction under the Idris Housing Scheme without taking Libyan partners. However, to participate in non-governmental housing construction activities a firm must have 51% Libyan ownership.

An American construction and building materials firm or a trade association of such firms should form a partnership with a Libyan construction firm. The Embassy can suggest eligible firms.

The American firms would not need to put up any capital, but only to supply the know-how and technical processing. The partnership could then bid in its Libyan name for various housing and urban construction which is let in local tenders.

Some recent tenders have not attracted any bids simply because existing construction companies in Libya cannot take care of the work they already have.

HOUSING is in short supply in Libya, where the Government has built these apartments for its employees.

SEVERAL HUNDRED U.S. FIRMS and active American investments are represented in Morocco, where an American Chamber of Commerce will be established.

MOROCCO

Horizon has bright spots

Farsighted businessmen are showing what the future can bring

By MARCEL VAN ESSEN

Commercial Officer, U.S. Consulate General
Casablanca

Regarding Morocco's economic future, both optimists and pessimists can be found within the local business community. But on balance, Morocco should ultimately embark on a period of sustained growth.

Two outstanding illustrations of the more optimistic trend of thought are worth mentioning. The first concerns an enterprising French businessman and the second a couple of farsighted Moroccan industrialists.

The Frenchman is Georges Bayle. Born in Morocco, he established a pharmacy in Casablanca 14 years ago. Business was good and after a few years he grossed about $360,000 per year. However, in analyzing the evolution of Morocco since Independence, he found that he would have to reduce his activities or expand by diversification.

Today, with a flourishing wholesale business in pharmaceuticals, industrial chemicals, perfumes, medical accessories, and laboratory products he grosses about $4 million a year.

He plans to extend his activities even further now that he has built a large sales network covering the entire country, and he has recently leased extensive floor space in the business center of town to house his expanded operations. In the process of expansion he acquired and revived seven dwindling firms whose French owners preferred to leave Morocco rather than face up to new challenges and lower profits than they were used to.

Georges Bayle is already the agent for some large American pharmaceutical manufacturers, and is actively seeking further representations from the United States and European countries, principally in the above-mentioned lines but possibly also in others.

New ground

The two Moroccans are the brothers Benjelloun. Scions of a wealthy merchant family, Omar and Othman Benjelloun decided to break new ground upon leaving college.

With scant support of their skeptical family and relying almost exclusively on local credits they set up an assembly plant producing Volvo trucks. Then in quick succession they started a Ford wheeled tractor assembly line, established a nuts and bolts factory, an engineering firm, and early this year signed licensing arrangements with Alcoa to manufacture aluminum door and window frames and other industrials products made of aluminum. Alcoa became a minority partner of this new venture, the Moroccan Aluminum Company (MALCO).

The example of the Benjelloun brothers is not yet sufficiently followed in a country where the economic elite still clings to traditional mercantile practices. This is due to lack of experience in a field of endeavor still unfamiliar to most Moroccan merchants, who are suspicious of low initial profits and self-financing over a long period of years.

The one notable exception to this rule is the field of textiles. Approximately 55 textile mills have sprung up in Morocco in recent years, most of them financed and managed by Moroccans, and in some cases in association with foreign investors. The total textile production of Morocco still fills less than 50% of the country's total needs, so there is still much to be done in a promising area of industrialization.

How does the United States fit into the development picture of Morocco?

First and foremost is the forthcoming establishment of an American Chamber

of Commerce in Morocco. Last June a group of resolutely optimistic and farsighted American, Moroccan, French and other businessmen decided that it was high time to bring together the 200-odd local firms already representing approximately 500 American companies, active American investments, and a number of Moroccan firms exporting to the U.S. into a group that would actively develop U.S.-Moroccan trade and economic relations.

This reflects the conviction that the time has come to take positive action in expanding the U.S. share of the Moroccan market, in increasing U.S. private investment in Morocco, and in assisting Morocco to find wider markets for its products in the U.S., since this would enable Morocco to become a better customer of the United States.

U.S. exports to Morocco suffer from a number of man-made problems. The country lacks sufficient foreign exchange for its import needs. Until recently this did not affect U.S. exports to Morocco too much, since 80% of these exports were financed by PL-480 and AID programs.

However, the phasing out of AID's Supporting Assistance may adversely affect U.S. exports to Morocco in the near future.

Other major problems facing U.S. exports to Morocco are its proximity to the French and European markets, French preferential treatment granted to Morocco, and the deep traditional economic and cultural ties which have existed for many years between the two countries. Morocco also has bilateral payments agreements with 12 countries which affect some 16% of its foreign trade.

A potentially important factor that should be taken into consideration by U.S. exporters is the effort being undertaken by Morocco, Algeria, Tunisia and Libya to create a Maghrebian (North African) economic entity. These activities have become increasingly intense during the last year, and farsighted U.S. businessmen would do well to look into the possible future fusion of four individually small markets into a North African market of about 30 million people. Should this be achieved, Morocco would constitute an excellent springboard to reach this market.

Meanwhile, the needs of the Moroccan market in a wide variety of U.S. goods, principally pharmaceuticals, chemicals, agricultural equipment, mining equipment, industrial equipment, raw materials, machinery, and similar items, are still great and are growing.

One field especially worth looking into is hotel equipment and any products related to an expanding tourist industry. As part of its Three-Year Economic Development Plan (1965-67) the Moroccan Government has embarked upon an intensive program of equipping the country with adequate facilities to increase substantially the number of foreign visitors.

Numerous private Moroccan and foreign enterprises are planning immediate investments in this field, which should prove highly successful because of Morocco's natural beauty, historic spots, and lovely climate. Tourists recognizing these assets have been coming to Morocco in increasing numbers—about 400,000 in 1965—and are expected to increase tenfold over the next decade.

With the development of tourism, a number of related and sometimes even unrelated economic activities will probably develop. But, more immediately, foreign tourists will bring much needed foreign exchange which in turn should enable Morocco to increase its imports from the United States.

Therefore, U.S. exporters should view the Moroccan market carefully in terms of its potential ability to absorb larger quantities of U.S. goods in the future. They will have to offer the most favorable credit facilities possible, and should consult their banks to acquaint themselves with the services offered by FCIA.

Although Morocco is not expected to turn into a boom country overnight, it has many ingredients for substantial future growth in which the American business community should strive to participate in an increasing measure.

The watchword is foresight.

Market profile — Morocco

Government: Constitutional monarchy under King Hassan II who appoints Cabinet. 1962 constitution provides for election of two-chamber Parliament which may be dissolved by King. King currently governing country under a "state of exception."

Area: 172,000 square miles—a little larger than California.

Climate: Mediterranean; mild winters, hot, dry summers. Desert climate south and east of Atlas Range.

Population: Estimated at 13.4 million in mid-1965. Labor force estimated at 4.5 million; 70% farming. High rate of unemployment in urban areas and of underemployment in agricultural sector.

Principal cities (1960 census): Casablanca, commercial center and principal port, 965,000; Marrakech, 243,000; Rabat, capital, 227,000; Fez, 216,000.

Income (1965): Gross national product estimated at $2,330 million; per capita GNP, about $174.

Currency: Moroccan dirham; 1DH = $0.20. Foreign exchange reserves are low ($84.6 million, end November 1965). Unfavorable balance of trade for past several years.

Agriculture: Chief products: durum wheat, bread wheat, barley, corn, pulses, oranges, olives.

Mining: Principal minerals and 1964 production (in thousands of metric tons): phosphates, 10,097; iron ore, 887; anthracite, 400; manganese, 341; crude petroleum, 119; lead, 104; zinc, 91. Minerals provide 40% of value of all exports.

Industry: Contributes only about 13% of GNP. Of total industrial production, food processing accounts for 41%; metal working, 15%; textiles, 11%. Other industries include chemicals and pharmaceuticals, construction materials, leather, paper and paper products.

Transportation: 7,145 miles of paved roads, 1,192 miles of railways, 429 miles of electrified railways. Major international airports at Casablanca and Rabat.

Exports, 1964 (value in $ millions): 432; to France, 184; West Germany, 44; Britain, 21; U.S., 6.

Imports, 1964 (value in $ millions): 461; from France, 181; U.S., 42 (a large proportion AID-financed); West Germany, 26.

Conditions of trade: Government closely regulates imports through trade agreements, tariff policy, import licenses.

Tunisian growth continues despite financing problems

New development plan gives bigger role to private business; oil reserves, tourist and phosphate industries buoy economy

Tunisia's economy continues to show overall growth, with the government maintaining the fiscal and monetary policies recommended by the IMF to provide for stable development and alleviate continuing problems in the balance of payments. Current economic highlights are the exploitation of Tunisian oil reserves, the favorable prospects for the tourist and phosphate industry, and the new Four-Year Plan (1965-68), which emphasizes the increased role of the private sector in developing the country.

Imports dip

Total Tunisian imports in 1965 dipped slightly to $245.9 million (mainly capital goods and raw materials) compared to $247.9 million in 1964. Tunisia has succeeded in holding down overall imports, despite the increase in capital equipment imports, by severely cutting back purchases of non-essential consumer goods through import licensing restrictions, a 10% increase in customs duties and measures designed to implement the IMF stabilization program.

Despite these efforts, the balance of payments has continued under heavy strain because of a sharp increase in foreign debt servicing and a persistently heavy trade imbalance.

Tunisia's exports declined from $129.7 million in 1964 to $119.9 million in 1965, principally due to the loss of the French wine market, the poor cereal crop that caused a ban on wheat exports, and increases in EEC tariffs on fruits, vegetables and preserved foodstuffs. Exports of phosphates and lead showed substantial gains while esparto grass, iron ore, and cork grew modestly.

The U.S. remains, after France, Tunisia's second largest supplier (16.2% of her imports in 1965). This position was principally accounted for by different forms of U.S. assistance. The outlook is encouraging for modest growth in U.S. sales to Tunisia, given the recent strong increase of Tunisian exports to the U.S. (especially olive oil), and the introduction of U.S. goods into the Tunisian market through our aid program.

Tunisia's mining industry continues to be a bright spot in the economy, accounting for over 40% of export earnings. Phosphate rock production reached over 3 million tons in 1965 (an 11% increase over the 1964 figure) with demand for this product still exceeding supply. Iron ore production totaled 1.1 million metric tons, showing a 20% increase over the previous year's figure, and an upturn in the production of lead ore (24,000 metric tons in 1965) was finally achieved after 10 years of steady decreases.

Preliminary exploratory work in Tunisia's proven oil field at El Borma has produced estimates of recoverable reserves at between 50-60 million tons. Twelve productive wells were expected to go into operation in May, with about 600,000 tons as the production goal for 1966.

INDUSTRIOUS TUNISIANS near the town of Djerba are transporting a boatload of pottery.

Industrial activity is still largely directed at completing major government-financed projects conceived under the 1962-64 plan. Foreign exchange stringencies coupled with the large debt servicing for supplier credits have slowed down new investments. However, strong increases in the production of triple superphosphate (80% in 1965) have resulted from the operation of the new privately owned NPK fertilizer plant in Sfax which will reach an annual capacity of 150,000 tons in 1966.

Major growth has also been registered in the textile industry with the completion of several projects in 1966. It is expected that Tunisia will shortly be able to supply 60% of its textile demand.

The steel industry also received a boost, with the government iron and steel mill at El Fouladh beginning trial operations.

The tourist industry continued to boom in 1965, bringing increased amounts of needed foreign exchange into the country. Hotel investment is growing rapidly to accomodate the increased flow of tourists (175,000 in 1965, 28% above the 1964 figure) and the Commissariat of Tourism projects an increase of 77% in total accommodations for 1966.

New four-year plan

While the Tunisian agricultural picture is not bright for olive oil and cereals due to persistent drought and the loss of the French market for Tunisian wine, the Common Market's decision to phase out the compensatory tax on third-country fruit imports has markedly improved the outlook for Tunisia's citrus fruit exports, which are expected to increase by 15% to 110,000 tons this year.

The new Four-Year Plan (1965-68), which assigns a more positive role to the private sector and concentrates more on productive investment than on social infrastructure, calls for gross public and private investment of $865 million, 38% to be financed by foreign capital and 62% domestic. With this rate of investment, the Plan foresees an average annual growth of 6.5% a year.

Negotiations are well advanced between the government and the International Finance Corporation to revamp the former Societé Nationale d'Investissement (SNI) into a new National Development Bank to provide the medium term industrial credits required by the private sector.

The government has agreed to relinquish most of its share participation in the SNI in anticipation that the IFC, other foreign banks, and local businessmen will become the majority shareholders.

TELLING THE EXPORT STORY, four faculty members field questions on international trade and development. They are (l. to r.): Robert D. Deitz, Consolidated Paint and Varnish Corp.; John M. Case, Central National Bank of Cleveland; Charles B. Stebbins, Cleveland Field Office; John Aron, Akron Overseas Co.

LECTURER Brian Switzer of Western Reserve University explains modern marketing methods, aims.

TAKING NOTES FOR FUTURE USE, class members get tips on how to sell overseas. Afterwards, certificates go to students and awards are given to the faculty (below). Robert W. Gresham, REEC chairman (2nd from l.) is congratulated by Cleveland Mayor Ralph S. Locher (r.) as Noel C. Painchaud, port control director, makes the presentation. Curtis Lee Smith, Chamber of Commerce president (l.) presided.

Ohio traders learn export techniques

Foreign trade experts led 54 representatives of Northern Ohio firms through an exploration of export techniques during a nine-week intensive workshop at Cleveland's Western Reserve University.

The participants were all interested in developing or increasing overseas business. Study topics included export organization, market and Government surveys, packing and marine insurance, pricing and export contracts, forwarding and export documents, advanced marketing methods, and foreign banking, finance and tax structures.

The program was sponsored by Western Reserve University, the Department of Commerce's Cleveland Field Office, and the REEC.

SIGN IN, PLEASE! is the request to visitors to shows at the six U.S. Trade Centers overseas. Attendance is mainly by invitation and registered guests are closely associated with the trade at any particular show. Lists of visitors to several shows are now available to the public from the Commerce Department.

Visitors lists now available for past shows at Trade Centers

Names, addresses, firms shown to simplify identification of potential customers and agents in six foreign areas

Who attended the Food Processing Equipment show at the Milan Trade Center in February 1966? Often the answer to this or similar questions could help exporters identify prospective buyers and agents for their products. To aid U.S. sellers to market their wares more effectively, the Commerce Department is now offering for general sale lists of registered visitors to shows at U.S. Trade Centers overseas.

Previously available only to firms taking part in each show, the lists now will be offered for sale through the Department's Publications Sales and Distribution Branch, Washington, D.C. 20230, or from any of the 42 Department of Commerce Field Offices.

The lists include each visitor's name, position, company or organization, and address. They will be published first on an experimental basis to test response to the new service. Prices vary according to length.

Some of the lists also classify visitors by their level of trade, i.e., wholesaler, retailer, etc., where such information is available. As interest in the lists is indicated, more will be issued. INTERNATIONAL COMMERCE will carry announcements of future additions to the series.

Visitors lists are now available for the following shows:

- ► Food Processing Equipment, Milan, Feb. 18-23, 1966, 25¢.
- ► Mining and Safety Equipment, Bangkok, Feb. 9-23, 1966, 10¢.
- ► Animal Husbandry Equipment and Accessories, Tokyo, Oct. 12-22, 1965, 50¢.
- ► Air Conditioners and Dehumidifiers, Tokyo, July 21-30, 1965, 50¢.
- ► Metal Surface Finishing Equipment, Tokyo, June 29-July 8, 1965, 50¢.
- ► Industrial Pumps and Compressors, Tokyo, May 19-29, 1965, 25¢.
- ► Business Machines, Tokyo, April 20-28, 1965, 50¢.

Posters needed for Canada winter fair

Canadian sources are actively soliciting American participation in the 7th Annual Poster Competition, to be held Nov. 11-19 in Toronto, in conjunction with the Royal Agricultural Winter Fair. The fair is one of the major ones of its kind in Canada, and has been held annually since 1921. Last year the National Horse Show and the National Live Stock and Meat Board submitted posters, and the fair officials are hopeful that other horse and flower shows will do likewise this year.

Write: James R. Johnston, Assistant General Manager, Royal Agricultural Winter Fair, Toronto, Canada. Deadline for entries is Nov. 1.

Spain invites exhibits at 1967 International Shoe Fair

Firms from more than a dozen foreign countries are expected to participate in the 7th International Shoe and Related Industries Fair in Elda, Spain, Sept. 13-20, and U.S. firms are invited to display their footwear, shoe production machinery, and other leather goods.

Write: Oficial Comercial de Espana, 527 Madison Ave., New York, N.Y. 10022.

Okinawa readies for first International Trade Fair

The First Okinawa International Trade Fair has been scheduled for Aug. 17-23 by the sponsor, Ryukyu Chamber of Commerce and Industry. The fair will be held in Naha, Ryukyus, and will feature industrial machinery of all types, although products in all categories are welcome. Further information is available from: Okinawa International Trade Fair Office, 1-49 Kume-cho, Naha, Okinawa.

Joint turbine agreement

Joint development and production of an ancillary gas turbine for the German V/STOL plane VAK 191 B will be undertaken by Kloeckner-Humboldt-Deutz A.G. of Cologne and the British aircraft company, Bristol Siddeley. The two companies have already been cooperating under a licensing agreement on a Bristol Siddeley jet engine.

Swedes show interest in new U.S. tools

Big business in little fasteners at Stockholm Trade Center show

Buyers flocked to the Stockholm Trade Center's show of advanced industrial fasteners and assembly tools as scores of Scandinavian businessmen closed up shop to welcome summer-like weather after a long, cold winter.

Total attendance exceeded 950, with off-the-floor sales of $66,200, and anticipated eventual sales as a result of the show estimated at $215,000. Several exhibitors secured new agents and distributors as a result of their participation in the Stockholm show.

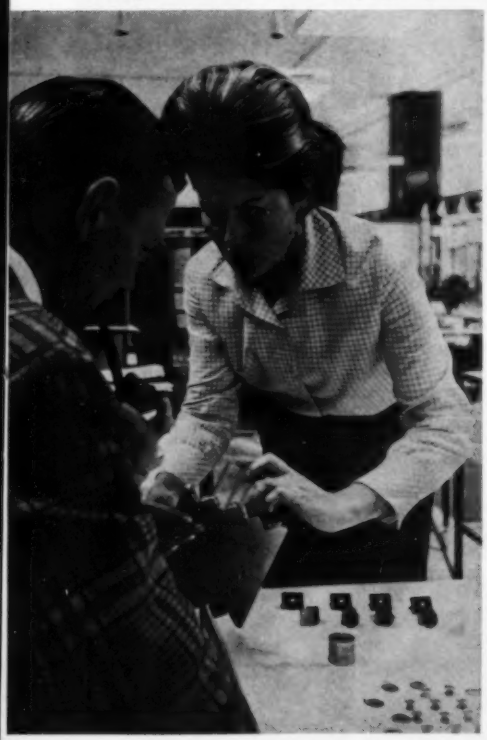
Exhibitors were pleased with the quantity and quality of trade visitors to the show. Teunis Maarleveld, local representative for the Hartwell Corp. remarked, "This show gave us an excellent opportunity for market penetration in depth."

Future shows scheduled for the Stockholm Trade Center include equipment and accessories for the pulp and paper industry, Sept. 13-21.

ENGINEERS FROM VOLVO, Sweden's largest auto manufacturer, listen to Curtiss-Wright Corp.'s representative describe "kinematics", the principle behind the action of the company's "Swench" wrench.

VISITOR PARTICIPATION was stressed at many booths, including that of Albertson & Co. power tools, (above). A total of 971 visitors saw such complete displays as the Shur-Lok and Dzus booths (below).

READY FOR BUYERS with her company's sales story was this staff member who referred those needing more information to company engineers.



Paris exhibit shows U.S. educational and training aids

Sales potential seen as excellent for modern teaching products

Thirty-six American exhibitors, representing 42 firms, reported floor sales of $52,698, and estimated long-range sales at $2,751,000 after an audio-visual equipment show in France last month. Projected eventual sales would have been larger, but for the traditional reluctance of the larger firms to attribute future sales to any one promotional event.

Paris was the site of this commercial exhibition of advanced teaching and industrial training aids, May 19-23. The exhibition hall registered 39,281 paid visitors to the show, not including those furnished free admission tickets by the U.S. exhibit staff, which gave out over 3500, and others. At the U.S. exhibit, 1050 persons having an established commercial interest in the products on display were counted.

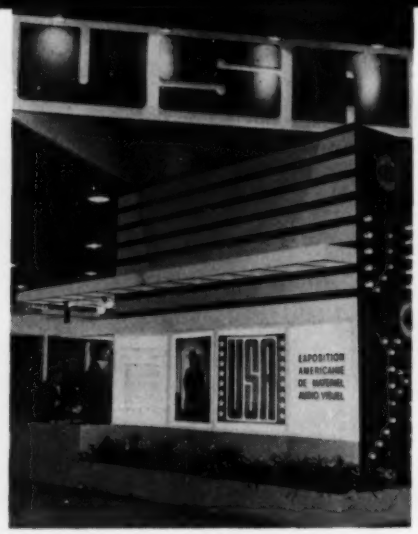
Two new agencies were established during the show, and at the end of the five days, 14 more agency agreements were pending. Exhibitors left with a variety of proposals to consider, from French concerns and other European countries.

Press coverage of the event was exceptionally good. French news media and trade journals featured exhibits during the show, and several plan follow-up articles later this year.

Exhibitor reaction was generally excellent. The Edison Responsive Environment Learning System and the ERA 501 Audiovisual Instructional System were two of the highlights of the show.

Jack Mort, vice-president of Electronic Properties International Corp. stated, "The show has been a great success for us and has helped us reach important decisions for marketing." This sentiment was echoed by Bennett Schultz, product manager of Technifax Corp., "Contact with several potential distributors and possible licensees for foreign manufacture of specialized items was valuable."

Although extensive practical teaching use of much of the sophisticated machinery shown is definitely not an immediate prospect, many researchers are actively interested, and the exposure given by the show will hasten the introduction of modern teaching methods in France.



ENTRANCE TO EXHIBITION included a special message from President Johnson. U.S. Ambassador to France Charles Bohlen (above right) is greeted by a representative of Bell and Howell France, S.A.

RESPONSIVE ENVIRONMENTS CORP. teaching machine (above) incorporates typewriter principle. Grolier International displayed various series of textbooks and other educational publications (below).

YUGOSLAV PRESIDENT JOSIP TITO visits the U.S. Business Information Center at the Novi Sad Agricultural Fair. From left are U.S. Agricultural Attaché Clyde Keaton, Economic Counsellor Louis Boochever, President Tito, Chargé d'Affaires Irvin Tobin, and the U.S. Embassy's Commercial Attaché Russell Prickett.

Yugoslavs interested in U.S. proposals at recent Novi Sad Agricultural Fair

Tractors, harvesters, aircraft among best sellers at annual show; Tito stresses need for his country to modernize agriculture

The largest single foreign equipment display at a recent Yugoslav fair was the exhibit of U.S.-made John Deere implements, shown by the company's agent Agroservis and the importer Poljoopskrba. With at least 30 corn and small-grain combines sold, as well as several sugar beet harvesters and some large tractors, John Deere's sales in Yugoslavia so far this year are estimated at approximately $1 million.

Over 600,000 visitors to the 33rd International Agricultural Fair, held at Novi Sad, viewed the products of 1327 exhibitors during the 10-day run of the fair, May 14-23. More than 300 of the companies showing farming machinery and goods came from 19 foreign countries.

Other American products experiencing successful sales or interest were New Holland harvesters, Massey-Ferguson tractors, Scotsman Ice Machines, and Aeroglide grain driers. New Idea, Piper Aircraft, and Pfizer displays also attracted attention.

The Commerce Department's Business Information Center at the fair was active with inquiries relating to the more than 150 business proposals to Yugoslav enterprises. Response was considered excellent, and local press and radio gave the Center prominent coverage.

In opening day remarks, Yugoslavia's President Josip Tito stressed his country's need to devote the maximum possible resources to agricultural development to attain a level comparable to European developed countries. Government interest in the fair continued strong until the end.

By the show's end, the Business Information Center had developed 69 business proposal referrals and 73 strong trade opportunities for U.S. firms.

Two upcoming British shows highlight advances in safety

Plans for the 1966 and 1967 editions of the SAFEGUARD exhibition of industrial, commercial, and domestic security and safety devices have been announced in England. The 1966 show will take place in Leeds, Sept. 20-23, as a national exposition, and the first international version of the show will be held in Manchester, May 9-19, 1967.

All manner of safety equipment are to be displayed at both shows, from aircraft crew ejector seats and nuclear power safeguards to windshield wipers and swimming aids.

Agents for the 1966 show are: John Clarke Ltd., 11/13 Bridge St. West, Manchester 3, England. Inquiries for the international show next year should be directed to: Tom Phillips Promotions, Ltd., Sunlight House, Manchester 3, England.

EXHIBITION BRIEFS *WORLDWIDE*

PARIS HOUSEHOLD EQUIPMENT AND FURNISHINGS, March 6-21. 1800 exhibitors including 350 foreign companies from 25 countries. 18 AMERICAN EXHIBITORS. Attendance (trade and public) 1,178,000. No sales figures. Sales of dish washers and water purifiers continued to increase. American electric knives and electric manicure sets were popular. One American exhibitor of large metal refrigerators was very satisfied. The most important show of its kind in France. The French market for household appliances continues to have great potential and offers good prospects for U.S. manufacturers who should seriously consider participation in this exhibition as a means to bringing their products before the French purchasing public. Next fair, March 1967.

PARIS HIGH FIDELITY, March 10-15. 80 exhibitors showing 104 trademarks, 25 of which were American but NO DIRECT AMERICAN PARTICIPATION among the 10 countries exhibiting. 125 hotel rooms were specially arranged and equipped so that listening conditions were comparable to those in private homes. Attendance (trade and public) 55,000 from 27 countries, up 10%. No sales figures but considered very successful. Only hi-fi show of its type in Europe and direct participation by U.S. manufacturers is advised. Next exhibition, September '67.

AMSTERDAM HOUSEHOLD FAIR, April 15-24. 321 exhibitors including 23 foreign companies in kitchenware and furnishings. 18 AMERICAN EXHIBITORS. Kitchen section greatly expanded over last year as well as washing machines and furniture and home furnishings. Attendance (public) 184,000, up 30%. In 1965 only one American exhibitor participated. No sales estimates. Next fair, March 31-April 9, 1967.

LONDON HARDWARE TRADES, April 25-29. 400 exhibitors from many countries in all types of hardware and accessories. 7 AMERICAN EXHIBITORS. Attendance (trade only) 30,000, about the same as '65. No sales estimate. Most important show in this field in the U.K. Planned for twice the space next year. Strongly recommended for American suppliers of housewares/hardware.

HERE ARE CURRENT DEVELOPMENTS IN BRIEF: Frozen food sales in **Sweden** jumped to 18.3 lb. per capita in 1965, from 14.1 lb. the year before. Also in **Sweden** state-owned LKAB will invest $34 million in three years to modernize transport at its Malberget iron mines north of the Arctic Circle . . . In **Belgium** the Royal Commission on Water has a major new investment plan to build facilities to counter an expected water shortage after 1970 . . . In **Italy** regular telegraphic service via Early Bird satellite was begun by Italcable . . . **India** has signed a five-year agreement with West Germany to bring in industrial, agricultural and vocational training specialists and send some Indians to Germany for training . . . In **Algeria** the first post-independence industrial project financed abroad has been opened. It is a textile mill near Oran, financed largely by Yugoslavia . . . In **Denmark** experimental atomic sterilization of hospital equipment and foods has been deemed a success at the Tiso accelerator plant. Now a full-scale installation is being aimed for completion near Copenhagen in 1967 . . . Tourists in **Ethiopia,** numbering 28,000, spent $7.4 million in an average five day stay . . . expected **Philippine** rice shortage will mean 200,000 metric ton import later in 1966, and Southeast Asia, Spain and possibly U.S. are considered as sources.

NIGERIA

Economy unhurt by coup

New Government continues previous regime's foreign and economic policies

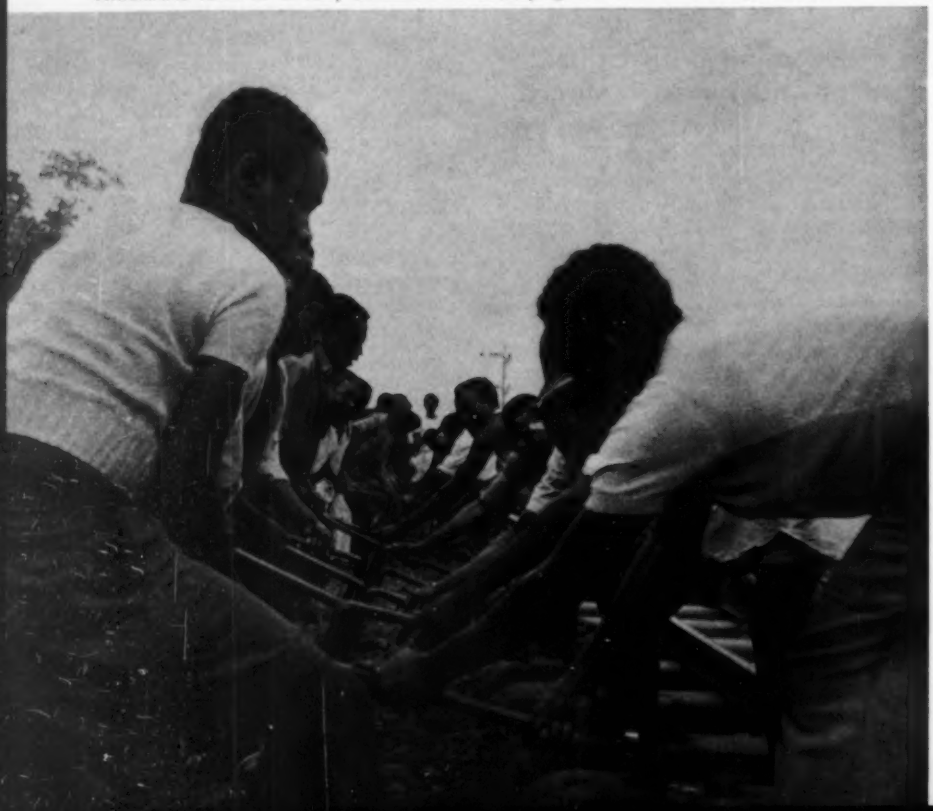
By ROBERT C. HUFFMAN
Commercial Attache,
U.S. Embassy, Lagos

The military coup in Nigeria on January 15th has had far reaching political effects within the country but thus far little change has been apparent in the internal economic situation.

The new government has taken pains to continue the foreign and economic policies of the previous government, stating its intention to honor all treaty obligations and financial arrangements previously entered into by Nigeria and reassuring all legitimate businessmen and investors that they are welcome.

Subsequent statements issued have encouraged and stimulated increased business activity in Nigeria. The new government has emphasized its determination to concentrate on implementing as rapidly as possible the many capital projects contained in Nigeria's Six-Year Economic Development Plan.

NIGERIANS TEAM UP to carry on the task of developing their nation's economy. (World Bank Photo)



With the continuation of these forward-looking policies, and with the highly competent Civil Service being given increased responsibility for administering economic and commercial policies, 1966 looks like another year of impressive economic growth with increases in both foreign trade and investment. It is significant that the pace of business activity has shown no signs of slackening despite the January political crisis. While business observers have watched developments carefully, there has been no evidence of lack of confidence.

Under the new government there has been a quickening of the decision-making process on key matters requiring administrative action. The "business as usual" atmosphere in Nigeria tends to reflect a general attitude of public confidence in this rapidly expanding economy. One particularly bright aspect of the local business climate is the rate of new company incorporations, which have been averaging about one per day over the past several years.

On the basis of eleven-month Nigerian statistics, the United States improved slightly on its total share of the Nigerian import market in 1965, edging up from 11.5 percent in 1964 to 11.7 percent in 1965. In absolute amounts, imports from the U.S. increased over the eleven-month period from $74.2 million in 1964 to $82.3 million in 1965.

Nigeria, on the other hand, registered a marked increase in exports to the United States. For the first eleven months of 1965, exports to the U.S. reached $64.1 million, or 9.6 percent of total exports, from a level of $36.4 million (6.7 percent of exports) for the same period in 1964. This dramatic increase can be accounted for almost entirely by crude oil exports to the United States. The only major change in the trend of trade between the two countries last year was the fact that Nigeria became a net crude oil exporter to the United States.

Significant role for oil

Machinery and equipment for the oil industry were an important component of Nigerian imports from the United States. It is anticipated that the United States will have no difficulty in retaining its present share of the Nigerian market. Capital goods imports should increase, particularly in the petroleum industry, as the pace of economic development continues to expand.

The Embassy will shortly issue a revised Trade List including approximately 200 indigenous firms with good business reputations. Every effort is being made to broaden the base of local representatives for U.S. exporters, who in the past have been confronted with the difficulty of finding suitable agents. There is a noticeable trend away from the overly large expatriate trading houses which collected more agencies than could be properly serviced. Many of these long established concerns recognize this problem and have cut down on agencies while welcoming new and more specialized Nigerian firms into the community. Most American companies seriously seeking Nigerian representation can now find the kind of firm they seek.

Under the U.S. Agency for International Development program for Nigeria, expenditures of approximately $3 million for U.S. goods (Development Grant Program) and $7 million (Development Loan Program) should be made in 1966. Details on AID programs and on operating procedures can be obtained from USAID in Washington. Goods under the Development Loan Program will be needed for a water supply project in Ibadan, a road between Calabar and Ikom in the Eastern Region, the Niger Dam, a comprehensive school in Port Harcourt, and a group of teacher training schools in the Northern Region. Under the Development Grant Program, purchases will be made in support of AID's education, agriculture, industry, and technical support activities.

TRAINS CONTINUE ROLLING INTO LAGOS TERMINAL despite the recent turnover. (World Bank Photo)

In the latter part of 1965, Nigeria invoked an embargo on all Japanese imports, with the exception of textiles. This was subsequently amended to permit the importation of necessary spare parts. At the time of this writing, it is not certain whether the embargo will be continued for the entire year 1966. If it is, there will be some scope for increased U.S. sales as replacement for traditional Japanese imports of electrical appliances, radios, cameras, etc. The Embassy has observed that Nigerian businessmen who have regularly imported from Japan are now compelled to seek alternative sources of supply. The embargo on Japanese imports accounted, in part, for the decline in value of imports from Japan, which were down by $11.5 million for the first eleven months of 1965 from the same period in the previous year.

Accord with EEC

Nigeria's negotiations for association with the EEC have recently resulted in the signing of an accord, implementation of which will be effected after ratification by EEC governments. Since Nigeria has indicated it will only give concessions on traditional items of trade with the EEC member countries, the Embassy anticipates there will be no significant effect on U.S. exports.

In 1965, the petroleum industry led all other sectors of the economy, increasing output by 126 percent. Nigeria is now producing over 360,000 bbl/day, which ranks thirteenth among oil producing countries. All indicators point to continued rapid development in 1966.

Total crude oil produced in 1965 was slightly under 100 million barrels. The British-Dutch combine, Shell-BP Petroleum Development Company, accounted for 89.7 million barrels and the American-owned Nigerian Gulf Oil Company produced 9.7 million barrels after going into production April 1, 1965.

First oil refinery

In November 1965 Nigeria's first petroleum refinery went on stream. However, the majority of crude oil continued to be exported, with exports totalling 13 million tons, up 125 percent over 1964. Exports were from the two foreign-owned companies with Shell-BP shipping 11.2 million tons and Gulf 1.2 million.

In 1966, one, and possibly two, additional exploration companies will go into production. These are the French-owned SAFRAP company and the American-owned Tennessee Nigeria, Incorporated.

The value of Nigerian oil exports in 1965 was $190 million, an increase of $100 million over the 1964 level. In 1966, exports may approach the $280 million level which, if realized, will exceed all forecasts made at this time last year. Total expenditure by the oil companies in 1965 is estimated to have been some $224 million, of which at least $100 million was spent in Nigeria for local goods

and services and as payments to the Nigerian Government.

Thus, crude oil has become the number one Nigerian export and will certainly outpace all other exports for the foreseeable future. Total investment in the petroleum sector is now estimated to be in excess of $560 million. At least 40 American companies are at present active in exploration, marketing, and oil field services in Nigeria.

Implications for U.S.

The implications for American business are obvious. In the coming years, Nigeria will represent an ever-growing market for a variety of oil field equipment, supplies, engineering, construction, and maintenance services. These developments are generating increasing demands for the sale of American consumer and staple products in the oil field communities in the Midwestern and Eastern Regions of Nigeria, especially in Port Harcourt, Warri, and Burutu. The Embassy has noted a steadily increasing number of American sales and technical representatives visiting Nigeria during the past year. Airlines report heavy traffic of passengers from the United States on oil business to Nigeria. Recently, it was announced that a new direct shipping service was commenced from the Gulf ports of the United States to the delta ports in Nigeria. The new shipping line will provide a regularly scheduled monthly service on this route.

Available information indicates that industrial projects valued in excess of $58 million were completed in 1965. New plants were opened for the manufacture of towels, soap and detergents, textiles, printing, palm kernel processing, livestock feeds, multi-wall bags, cement, petroleum refining, minting and security printing, vehicle springs, and radio assembly, among others.

New plants

The value of industrial plants under construction at the end of 1965 exceeded $74 million. These included a paper mill, textiles, armaments and munitions, cement, veneer and plywood, fiber bags, flat glass, flour, and cocoa processing.

Plans have been announced this year for new industrial projects having a total value of $80 million. These include liquified natural gas, produce bags, textiles, palm kernel crushing, cocoa butter and cake, a slaughterhouse, frozen shrimp, yeast and alcohol, asbestos cement and dry cell batteries.

Both public and private investment in the manufacturing sector continue to look bright for 1966.

Rwanda's higher export earnings improve market for U.S. goods

Beginning of AID and PL-480 assistance should also help sales; U.S. took 53% of nation's '64 exports; sold only 2% of imports

Rwanda's business activity is expected to increase during the next few years, because of increasing earnings of the Rwandan export market, which should be boosted by financial measures taken under an International Monetary Fund-approved economic stabilization program.

The initiation of U.S. Supporting Assistance and a Public Law 480 (Title II) program during fiscal year 1966 will give U.S. suppliers a chance to participate in this market.

It is anticipated that, during the next several years, imports will increase substantially over the $11.9 million worth of goods imported in 1964. Major imports consisted of textiles, foodstuffs, vehicles, petroleum, metals and machinery; the U.S. share was only 2%. Latest available figures show that in 1964 Rwandan exports totaled $11.6 million. Rwanda's major exports are coffee, cassiterite, pyrethrum, and tea. The U.S.—Rwanda's main customer—took 53% of the exports in 1964.

Competition

In the recent past, U.S. products have suffered from European competition. One reason is that trade patterns developed during colonial times have not greatly changed since independence; consequently, trade is generally thought of as being channeled via Belgium and other European countries. In addition, European producers have attempted to develop products specifically designed for mining concerns in Central Africa.

Repair facilities and stocks of replacement parts are relatively well developed for European products and are also located in the general area of Central Africa. Prices and lengthy delivery schedules are sometimes given as reasons for the low level of U.S. imports although the former may be open to discussion and the latter is probably more a question of organization and planning than of long lead times for deliveries. With the beginning of a U.S.-financed import program, U.S. suppliers have the opportunity to remedy this situation.

Under the U.S. Supporting Assistance Agreement, up to $1 million worth of U.S. source and origin products will be financed, primarily in the field of transportation. This will include trucks and jeeps, spare parts, tools and tires. Participation in the truck and tire program, which is expected to comprise 70% of the total program, will be limited to local firms in Rwanda which represent U.S. suppliers. These are General Motors, Ford, Dodge, Kaiser-Willys, Goodrich, Goodyear, Firestone, Dunlop and General Tire companies. All imports under the U.S. AID program will be made on an open-license, no-quota system and hence no single local importer or U.S. supplier will be favored over any other.

The PL 480 Program (Title II) will amount to approximately $875,000 (export market value) plus about $700,000 in freight costs. The program will consist of wheat flour, non-fat dry milk and edible oils.

The IMF-approved stabilization program includes a variety of financial measures, one of the most important of which is a devaluation of the Rwanda currency from RF 50 to US$1 to a new rate of RF 100 to US$1. It is anticipated that these measures will lead to an increase in the production of mineral and agricultural exports, thereby increasing foreign exchange earnings and raising imports.

Coffee output up

Coffee production has already risen from the post-Independence low of 4,500 tons to the 1965 full-year figure of 10,400 tons of arabic beans. Production in 1966 is estimated at 12,000 tons, most of which will be exported to the traditional buyers in the U.S.

Continued high prices for tin, production of which will be expanded, along with tungsten are also expected to contribute further to alleviating the foreign exchange position of Rwanda. Expansion and modernization of mining companies during the coming years will require additional machinery and other equipment, and, if present estimates of foreign exchange earnings prove correct, these new investments should be realized in the near future.

Congo, with exchange earnings up, seeks new suppliers as economy once again seems to be recovering

Commercial attache warns U.S. firms to prepare for phaseout of aid program; gives tips on business trips to Leopoldville

By MARTIN JACOBS
Commercial Officer,
U.S. Embassy, Leopoldville

The months ahead will be a period of transition for the Democratic Republic of the Congo. Increased export earnings are expected from the gradual recovery of the Congolese plantation economy and the rise of world prices for copper, and it should soon be possible to program increased imports.

While the economic situation eases, old ways of doing business in the Congo will have to be re-examined. In common with other developing African countries, the Congolese Government is expected to continue to stress national economic "independence", reducing dependence on Belgium.

For those United States exporters who make the effort, this will mean increased export opportunities as the Congo widens its markets and sources of capital and know-how.

With the waning of the unrest in the northeast, the Congo economy is once again proving its resiliency. Owners are returning to plantations, access roads are being cleared of rebels, and the government, with U.S. counterpart financing, is resuming maintenance and repair of roads, bridges, and other facilities.

The relatively highly developed system of river and rail transport is intact, and barring renewed rebel activity, the products of the Congolese plantation economy, including palm oil, rubber, tea, coffee, cocoa, timber, and bananas, should be exported in increasing volume.

However, declining world prices of palm oil, coffee, and rubber may complicate the outlook.

The Congo mining industry, which has been affected only marginally by events since independence, should have record earnings in 1966, even if world copper prices come down from their present very high levels. Together, the plantation economy and the mining industry could boost Congolese export earnings in 1966 to approximately $400 million, which is almost 20% greater than in 1965.

The rise of export earnings will improve the Congo's foreign exchange position, which had deteriorated to the extent that it was necessary to cut imports during the first four months of the year. Thus, with more of the Congo's own foreign exchange becoming available, and with AID and PL-480 programs which are tied to U.S. procurement, United States exporters in 1966 should at least retain their 24% share (1964) of the Congo market.

Suggestions for visitors

For those United States businessmen planning to travel in Africa, it is an opportune time to include the Congo in their itineraries. A few practical suggestions and warnings may be helpful in avoiding inconvenience.

Visas: Visitors must arrive with a valid visa. The Congo Government no longer issues so-called airport visas, and will not permit the entry, even for as little as 24 hours, of persons without visas. The Congolese diplomatic missions in Washington, D.C. (4800 16th St., NW.) and New York City (211 East 43d St.) will furnish information about visa requirements.

Buying Congo Francs: Visitors are required upon arrival to buy Congolese francs, at the official rate of exchange, equivalent to $20 for each day of their planned sojourn. Travellers' checks are accepted. The official rate is CF 150 to $1. This rate may be disadvantageous when compared with the fluctuating parallel rate of exchange, but the ruling is strictly enforced in an effort to curb the illegal exchange market.

Nomenclature: On July 1, the names of the principal cities will be changed, as follows: Leopoldville to Kinshasa, Elisabethville to Lubumbashi, Coquilhatville to Mbandaka, Stanleyville to Kisangani. An effort to use the new nomenclature, which symbolizes Congolese independence, will be appreciated by Congolese contacts and customers.

Hotels: Visitors should reserve hotel accommodations at least one month in advance of a planned trip to the Congo. Hotel space is at a premium.

A side effect of U.S. aid programs in the Congo, which are tied to U.S. procurement, has been to insulate U.S. exporters from international competition, and to give the impression that U.S. exporters could afford to postpone promotional efforts and take for granted, or do without, local agents. This trend was re-inforced by the decline of imports financed by non-U.S. sources. This is a short-sighted policy at a time of economic transition.

As foreign exchange earnings rise toward pre-independence levels, foreign aid emphasis in the Congo should shift to development loans. This would mean the gradual reduction or phasing out of the U.S. import support program, while PL-480 programs should diminish as Congolese rice and cotton production recovers.

No date can be put on these changes, but it is useful to remind U.S. exporters that present U.S. aid programs were designed to meet specific circumstances that are disappearing. United States exporters, therefore, should prepare now to meet much stronger international competition in the Congo.

A potential sales agent/distributor in the Congo must have access to import quotas, bank financing, and distribution facilities in the interior of the country. Under the Congolese system of foreign exchange allocation, the ability to obtain quotas is absolutely essential.

There are over 1,800 registered importers, including about 600 Congolese. Many are newcomers to the import trade since 1960, brought into business and carried along by the quota system, which guarantees Congolese participation alongside that of the established alien importers.

In view of the relative scarcity of foreign exchange, however, the Congolese Government appears to have concluded that many of the smaller importers have insufficient capital and experience to merit more than token quotas.

Although the interests of the smaller importers will always be recognized, there thus appears to be a trend toward concentrating import quota allocations among the larger importers, Congolese and foreign, who have sound credit ratings and the means of distribution throughout the Congo. This restricts the field of suitable

local sales agents/distributors, and reinforces the need for careful selection.

The diversified economy of the Congo offers a very wide range of export opportunities, and the Congolese Government may relax import restrictions somewhat in the next six months, providing foreign exchange reserves improve. The main export opportunities to the Congo are:

► *Spare parts:* Although U.S. aid has met minimum requirements for industrial spare parts, there remains an unfilled demand caused by the long-standing foreign exchange limitations. Congolese breweries, construction companies, textile, plastic, glass, metal products, electrical equipment, furniture, and other manufacturers, therefore, are expected to use increased foreign exchange availabilities for parts replacement, re-building parts inventories and, in some cases, re-equipment.

► *Agricultural Equipment:* The recovery of the Congolese plantation economy in the months ahead should open up export opportunities for agricultural and automotive equipment. Belgium and Italy are offering sizeable credits for equipment of this kind, tied, of course, to procurement in the financing country. Much of the equipment, however, will be purchased by plantation companies using foreign exchange the companies are permitted to retain from their export earnings and, as such, uncommitted to any source.

► *Mining Equipment:* Looking a little further ahead, the feverish rise of world prices for copper may cause Congolese mining companies, principally the *Union Minière du Haut Katanga,* to re-examine their present modest expansion plans, thereby opening up prospects of export opportunities for mining, earthmoving, and automotive equipment.

► *Consumer Goods:* While imports of consumer goods in the luxury class are sharply restricted, there are worthwhile export opportunities in such lines as foodstuffs, ready-made women's and children's apparel, used clothing, and household items, including small electrical appliances (220 volt, 50 cycles). Export opportunities are best for specialty and quantity lines not obtainable locally.

► *Foreign Aid:* Only U.S. aid, tied to U.S. procurement, need be considered. Thus far in 1966, AID has financed imports of trucks and spare parts, tires and tubes, chemicals, industrial machinery, iron and steel, textiles, dry milk and canned fish. Under PL-480 auspices, the U.S. will finance rice, wheat flour, cotton and tobacco imports. This year, most of the authorizations issued have been heavily over-subscribed, and Congolese importers are clamoring for more.

Improved business climate brings big jump in Colombia's imports; trade liberalization to continue

Easing of many licensing requirements offset by higher tariffs; settlement of tax dispute clears way for foreign investments

Colombia's general business climate showed some signs of improvement in the first quarter of 1966 as import bottlenecks were eliminated and retail sales accelerated. Food production lagged, however, and retarded the overall growth of the economy.

The balance of payments was in deficit for the quarter, primarily due to a decline in receipts from coffee exports.

Government receipts exceeded expenditures, but the administration was still seeking additional revenues to finance its public investment programs. The investment climate appeared much improved, as the long tax dispute between the Government and the petroleum companies was settled.

The Government's trade liberalization program moved ahead rapidly; by April more than half of Colombia's imports, including chemicals, minerals, iron and steel products, food and fiber items, were freed from licensing restrictions. However, liberalization of license requirements was often accompanied by tariff increases of as much as 5% to 20% on the value of the imported goods.

There was some criticism of the program by local producers as the Government freed imports of some chemicals, plastics, and steel products that are manufactured locally. By the end of March most firms which had protested Government action had been granted further protection through increased tariffs on competing imports.

One exception was the local producers of fungicides, for which the Government actually lowered tariffs on competing imports because of pressures from farmers for cheaper supplies.

Any further removal of direct controls on imports of locally-produced goods is likely to be accompanied by increased tariffs, which may gradually be reduced in later years. The Minister of Finance has said that the Government will protect domestic industry but will not indefinitely shield manufacturers who offer no prospects of becoming efficient producers.

Import registrations during the quarter soared to $173 million, as importers rebuilt inventories and did some speculative buying. Despite unusually high registration levels, the Government announced that it would continue the liberalization program.

The Finance Minister stated that the intermediate exchange rate is flexible, but added his assurances that he thought the rate sound and that import pressures would soon subside. Increasing difficulty in raising additional financing for prior import deposits may tend to diminish import pressures.

Coffee price weakens

Coffee exports during the quarter were about the same as the first quarter of 1965, though the New York price for Colombian coffee weakened at the end of March. Exports of bananas and cattle continued to go up impressively.

The peso in the free market fluctuated between 17.75 and 18.23 pesos per dollar.

Major foreign exchange and foreign trade measures included:

- An increase in the coffee exchange rate from 8.50 to 8.94 per dollar;
- Permission for coffee exporters to negotiate 60-day contracts to insure the availability of Colombian coffee in foreign markets towards the end of each quota quarter;
- Permission for minor exporters (goods other than coffee and petroleum) to retain foreign exchange to pay for freight and insurance expenditures on imports and for the cost of importing and installing capital equipment used in their export activities;
- Transfer of more import items from the preferential market to the intermediate market, thereby increasing the foreign exchange cost of these items by 50%;
- Transfer of additional import items from the prior license to the free list; and

● A requirement that the prior exchange deposit be made at the exchange rate applicable to the product to be imported, rather than solely at the 9 peso exchange rate (the applicable rate for most items is now 13.50 pesos per dollar).

Retail sales volume in 1965 increased 5% over 1964 levels, according to the Bank of the Republic's national index of sales in large retail outlets. First quarter retail sales showed further expansion. Particularly sharp increases were noted in vehicles, electrical appliances, agricultural equipment and implements, and general merchandise.

Trade associations attributed the improvement to relaxed import restrictions and increased bank and suppliers' credit to the commercial sector.

However, in April, businessmen had a total of 1.4 billion pesos tied up in prior import deposits, up 200 million pesos from the beginning of the year. Government officials warned that unless importers schedule a more systematic rhythm of imports, they will soon be faced with the same working capital squeeze that plagued commercial activity during much of 1965.

Significant gains

Industrial activity appears to have made significant increases over 1965 levels, although there are no statistics yet available. The availability of more imports of industrial materials and spare parts is the principal reason.

Colombia's expanding fertilizer industry also appeared headed for growth in the next few years, as Petroquimica del Atlantico seemed to have obtained needed financing. This company plans to set up a $51 million ammonia and urea plant at Barranquilla. Reportedly, Bavaria S.A. will put up 25% of the firm's required capital, other Colombian investors another 25%, with the other half of the company's capital to be subscribed by European interests and possibly Bankers Trust of New York.

Representatives of the firm claimed that European banks and equipment suppliers from Germany, Belgium, Switzerland, and Spain have agreed to grant extended credit terms for $36 million worth of the equipment to be imported for the project. Arrangements to purchase the project's equipment have not yet been firmed up.

Several new plants and plant expansions went into production during the quarter. Petroquimica Colombia S.A. (40% owned by Diamond Alkali) began Colombia's first production of polyvinyl chloride at Mamonal, near Cartagena. A plant of Cyanamid de Colombia S.A. is now producing melamine and urea-formaldehyde molding compounds at the rapidly growing Mamonal industrial complex.

The glass firm, Cristaleria Peldar (with substantial capital participation from Owens-Illinois Glass), announced recent additions to its plants in Barranquilla and Zipaquira, near Bogota, to increase production capacity by 15%.

Substantial expansion of private investment in petroleum exploration was in prospect, following the resolution of the long-standing dispute between the Government and the private oil companies over tax liabilities. Various development projects that had been held in abeyance during the prolonged controversy were reportedly being reactivated.

Using idle lands

Moreover, the Government took steps to promote development of idle lands, issuing a decree simplifying the procedure for requesting oil exploration contracts and setting forth the bases for bidding on oil lands that have reverted to the State from previous contract and concession holdings.

The Minister of Mines and Petroleum announced that a tender for bids on reverted lands would soon be called, although as of mid-April the call had not been made. Meanwhile requests for oil exploration contracts for other lands were officially reported to be coming into the Ministry of Mines and Petroleum in large numbers.

A dollar loan for $8.5 million from the Agency for International Development (AID) was signed with the Instituto Colombiano de Reforma Agraria (INCORA) for the continuation of its supervised agricultural credit program.

The Export-Import Bank granted the Agricultural Credit Bank (Caja Agraria) a $3.4 million loan for the importation of agricultural machinery from the United States.

Food imports

In addition to the Public Law 480 sales, substantial U.S. commercial sales of various foodstuffs, especially flour and soybean oil, are expected to help fill traditional gaps in Colombia's agricultural production. The short-term outlook indicates an expansion of Colombia's foodstuffs imports, since output is failing to keep up with the high population increase.

The Government, through its National Supply Institute, is temporarily seeking to import vegetable oil, lard, beans and lentils as part of a program to combat seasonal shortages and domestic price increases.

U.S. EQUIPMENT HELPS CLEAR THE WAY for new roads, which are an essential part of Colombia's program to promote development of idle lands.

In other developments, Braniff International Airline introduced non-stop jet service between New York and Bogota on April 24.

Colombia intends to link its planned national microwave system to the recently completed Venezuelan system. The two countries also agreed to join their national quotas in COMSAT in order to obtain a seat on the Interim Telecommunications Satellite Committee.

Commercial TV

The Ministry of Communications has taken steps to widen television coverage in Colombia by licensing the first commercial station ever permitted in the country. The experimental station in Bogota has been leased to ABC-TV and plans are going forward for the extension of television service to Medellin, Cali, Barranquilla and Cartagena.

A new Labor decree (No. 938) promulgated on April 20 provides that after a strike reaches its thirtieth day, workers may request the Ministry of Labor to arbitrate the dispute. In the absence of such request, the Ministry of Labor can unilaterally order arbitration. In either case workers must return to work within three days after arbitration is ordered.

Mexico: no letup in sight

Economy swings along, with most indicators exceeding 1965's good showing

The Mexican economy is perking along at a rate of growth at least as good as during the same period of 1965. First quarter industrial production rose more rapidly than last year, particularly in the iron and steel, automotive equipment, fertilizers and cement industries. Significant increases also were reported in electric power generation and the construction industry.

The outlook for agricultural production is generally favorable, and the fishing industry reported some increase over the first quarter of last year.

Retail sales during the first two months of 1966 were slightly higher than the same period of 1965. Sales of consumer goods reportedly rose 6% in January and 4% in February above their levels of last year.

Sales of producer goods declined slightly in January but rose sharply in February, particularly agricultural machinery and construction materials.

Industrial production was significantly higher during the quarter, with the important iron and steel industry making a substantial spurt forward, due to the output of ingot steel rising 15.2% and that of pig and sponge iron 40.4% over first quarter 1965.

The U.S. will stage a special commercial exhibit of industrial equipment in Mexico City from August 1-13 which will provide 95 U.S. manufacturers with a splendid chance to increase their sales to the Mexican market.

President Diaz Ordaz inaugurated a $13 million ethylene plant at Reynosa, with an annual capacity of 27,700 metric tons per year, and an adjacent $13 million polyethylene plant with a capacity of 24,000 metric tons. Both plants are to be operated by PEMEX, the Government petroleum monopoly. Other new chemical projects announced during the quarter included a large fertilizer complex at Veracruz.

Cement production rose sharply in the first two months of 1966, and industry sources expect this year's production to reach a new record. The larger output reflects a significant increase in construction activity in the Federal District.

Automobile and truck sales were about 8.5% above 1965 levels in the first two months of this year, and a further rise was expected in March. Demand for cars is strong, and the production difficulties which plagued the industry last year are much less serious now. Industry sources forecast sales of 110,000 vehicles this year, compared with 96,654 in 1965.

The industry was encouraged by the price increase authorization granted by the Government to compensate for higher production costs brought about by the requirement to bring the domestic content in cars to 60%. The increase averaged about 8%. The addition of the Borgward to the cars produced here is expected by the end of this year.

Focus on Mexico

U.S. Commercial Attache Douglass Ballentine's annual report on the overall prospects of the Mexican economy appeared in the June 6 issue of International Commerce. Taken together with this review of the actual performance of the economy during the first quarter, the report should furnish American businessmen with a solid understanding of the commercial situation south of the border. The June 6 issue also described plans for the U.S. Industrial Equipment Exhibition in Mexico City Aug. 1-13.

Other gains

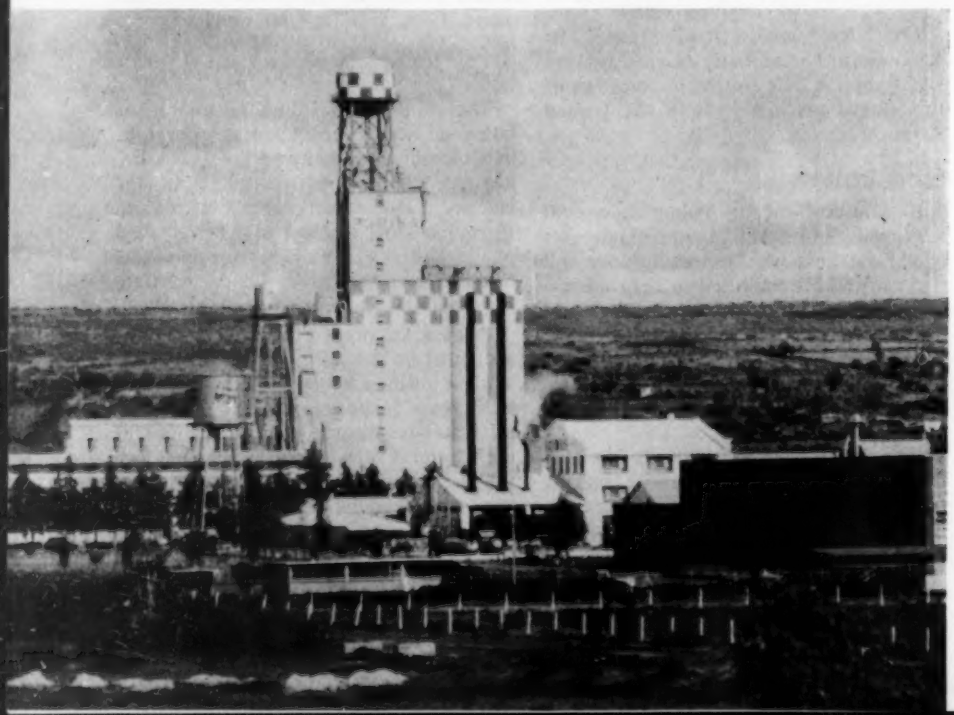
Other industries reporting increased production during the first quarter included tire manufacturing, glass, and sugar.

The State of Baja California will benefit from the extension of its Free Zone until December 1, 1970. In the Tijuana district, unusually heavy rains and the poor condition of the road to Ensenada resulted in the worst winter for tourism in five years. The outlook, however, is quite favorable due to the extension of the free zone, the excellent crop prospects, and the anticipated increase in construction activity.

In Sonora the cattle industry boomed as a result of good pasture conditions and satisfactory demand in the domestic and export markets; the winter vegetable season was highly successful; recent changes in the mining law created new interest in minerals exploration; and tourist traffic broke previous records. These favorable factors were somewhat offset by uncertainty regarding the marketing of the wheat and oilseed crops.

The Chihuahua livestock industry had a very satisfactory first quarter as a result of heavy demand and good prices

INVESTORS IN MEXICO REMAIN OPTIMISTIC about the economic outlook, and investment activity continues strong. Purina feed plant and the Singer Sewing Machine plant (at right) are in Queretaro.



for feeder calves in the U.S. market. Commercial activity in the city of Chihuahua rose slightly during the quarter, but in Ciudad Juarez liquor dealers claimed a 60% decline in business as a result of U.S. import restrictions.

Economic activity slowed down in Sinaloa, while the economy of Jalisco, Mexico's most important corn state, was stimulated by the sale of a record crop at good prices. The outlook for agricultural and livestock production in 1966 is excellent, and official and private banks are extending considerably more credit to producers. Another important factor in Jalisco's rising economic activity is the increased Federal Government investment in road and school construction.

In Yucatan, there was a noticeable first quarter decline in economic activity despite the Federal subsidy to the henequen industry. Henequen fiber and cordage exports dropped in value, and the honey industry suffered from weak export prices. Bright spots in Yucatan's economy included a prosperous lumber industry, flourishing tourism, and better shrimp and fish prices.

Veracruz spotty

The situation in Veracruz differed greatly in various regions of the state. In the city of Veracruz and the port of Coatzacoalcos, retail sales were up and industrial activity increased. However, in the major coffee, citrus and sugarcane producing districts, economic activity declined as a result of the marketing problems facing these commodities. The number of tourists increased, and the outlook for tourist activity is good.

The Tampico District's retail sales were significantly higher than during the first quarter of 1965. The cotton boom, high prices for beef, and investments in the chemical and petro-chemical industries have kept the region's economy growing at a rapid pace. On the other hand, the Nuevo Laredo district reported a decline in commercial activity, largely due to a drop in sales of liquor and curios following the reduction in duty-free allowances for returning U.S. tourists.

Doing better

Businessmen, industrialists and bankers in the important industrial center of Monterrey reportedly agree that the first quarter performance of that district's economy was somewhat better than last year's. Banking transactions set new records and investments in new industries and in construction continued at a high level. In the agricultural district of the Laguna, surrounding the city of Torreon, supplies of water for irrigation are considered adequate and a cotton crop approximately as large as last year's is anticipated.

The first quarter of 1966 was a period of watchful waiting for public investment expenditures to rise from last year's reduced levels. Such an upturn would of course spur continued private sector confidence and investment outlays. Optimism continued to prevail over the outlook for the year.

Bankers meet

Representatives of commercial banks from 13 Central and South American countries met in Mexico City recently to discuss how commercial banking can assist Latin American economic development and the integration of regional trade and industry. Major topics included a compensatory payment system to be effected by the central banks; the unification and coordination of payment documents; and the desirability of coordinating banking practices and nomenclatures.

The Inter-American Development Bank granted a $2 million credit to Mexico to help finance exports of capital goods to other Latin American countries.

The IDB also made a $54 million loan for feeder roads. The overall cost of the program is estimated at $150 million.

The Export-Import Bank granted a $21.2 million loan to PEMEX to finance equipment and services required in constructing a new plant to produce lubricating oils. The total cost of the installation is estimated at $40 million.

Eximbank also made a $5 million loan in March to Cia. Minera Autlan, S.A., an affiliate of Bethlehem Steel, for developing new magnesium deposits in the State of Hidalgo, as well as a $1.4 million loan to a plastic manufacturing firm, Oplex, S.A., in connection with its $2.1 million expansion program.

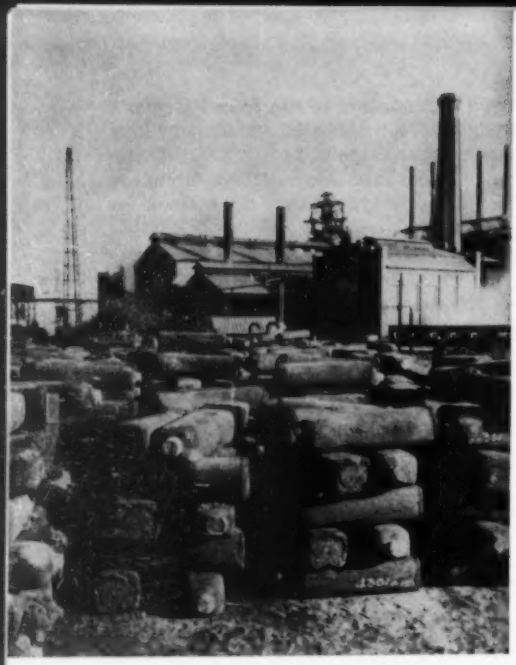
Strengthen industry

During the quarter the Mexican Government took a number of steps to strengthen Mexican industry and to reduce the price of manufactured products, with a view to improving their international competitiveness and thus expanding Mexico's export earnings.

The Israel Embassy in Mexico announced a Mexican-Israeli agreement whereby each country will export products in short supply in the other. Mexico will also participate in the Tel Aviv International Trade Fair this year, as well as the Leipzig, Hanover, Milan, Bogota, San Salvador, Berlin, London, Barcelona, and possibly San Francisco trade fairs.

Earnings from tourism were seriously restricted by the shortage of hotel rooms during the quarter particularly in Acapulco, but also in Mexico City. Demand for top quality rooms is growing more rapidly than the supply. The Tourist De-

NEW AUTOMOTIVE TRANSMISSION PLANT IN MEXICO was dedicated recently. The TREMEC factory at Quaretaro is a joint venture with the Clark Equipment Co., Buchanan, Mich. At the guide's left are Bernardo Quintana, TREMEC board chairman; Octaviano Campos Salas, Mexico's Secretary of Industry and Commerce, and U.S. Ambassador to Mexico Fulton Freeman, who were among 250 officials attending.



MEXICO'S IRON AND STEEL INDUSTRY has been an economic pacesetter this year, with first quarter ingot output 15.2% above the 1965 level. These ingots are awaiting shipment from a Monterrey mill.

for top quality rooms is growing more rapidly than the supply. The Tourist Department is combatting the resultant tendency of hotels to overbook, and the Head of the Tourist Department has issued reassuring statements that there will be adequate hotel accommodations during the 1968 Olympic Games.

Four U.S. airlines (American, Braniff, Eastern and Western) inaugurated scheduled service to Acapulco in January, pursuant to last August's Air-Transport Agreement between the United States and Mexico. Under the same Agreement, *Mexicana de Aviacion* began service between Miami and Conzumel and between Mexico City and Corpus Christi via Monterrey.

The Government has announced that it will spend $40.7 million on improving the nation's airports during the period 1966-68. Among the major projects will be the reconstruction of the airports at Tijuana ($4 million), La Paz ($3.8 million) and Puerto Vallarta ($3.2 million), the construction of a new airport at Mazatlan ($4.8 million), and a new 4,000 meter runway and terminal facilities at Guadalajara ($5.3 million).

The Mexican Government has also announced that $560 million will be invested in telecommunications facilities by the Government and private enterprises during the five-year period 1966-70.

The main project will be a microwave network connecting all urban centers in Mexico. The network will double the number of telephones now in service (815,000), permit an air traffic control system linking all airports, bring about the establishment of a chain of radio stations along both coasts to provide weather reports to shipping, and bring telex and telegraph service to dozens of urban areas not now connected with the national system.

Contracts have been let for two of the seven segments of the microwave network (Guaymas-Hermosillo-Nogales and Guadalajara-Hermosillo).

The Government's highway program continued to be pursued vigorously. Work was initiated on four segments of the 100-mile superhighway linking Mexico City and Queretaro. It is hoped to have the entire highway open to traffic by the end of 1967.

The new toll road between Puebla and Orizaba is expected to be inaugurated on July 1, and work has begun on the toll road between Orizaba and Veracruz. Work continued on the toll road from Tijuana to Ensenada in Baja, California (65 miles) and the Government has scheduled its opening for June or July.

The Secretary of Marine Affairs announced on February 23 that during 1966-70, the Government will invest approximately $60 million in port and harbor developments. No breakdown of the planned expenditures was reported, but projects reportedly under consideration are construction of the intercoastal canal from Matamoros to Tampico and continuation of the canal to Ciudad del Carmen; construction of a port at San Carlos, Territory of Baja California; construction of a port at Madero, Chiapas; enlarging the port at Topolobampo, Sinaloa; development of Progreso, Yucatan, as a fishing port; and contruction of a port at the mouth of the Rio Balsas on the Pacific Coast.

Last private yard

The Government has announced acquisition of the last remaining shipyard in private hands, Astilleros de Veracruz. It will be jointly administered by Nacional Financiera, the Secretary of Marine Affairs and PEMEX.

Legislative action enacted in March should promote mining production through tax rebates, tax reductions and subsidies. Although these incentives still need to be implemented, mining people are generally optimistic that the measure will be a long-awaited boon to the industry.

Petroleos Mexicanos inaugurated three deep-sea drilling platforms in the cretaceous reef area offshore from Tuxpan in the Gulf of Mexico. This reef is believed to be a continuation of the very rich Faja de Oro series of fields which run semicircular inland around Tuxpan and which have produced the bulk of Mexico's oil.

Weather was generally favorable for agriculture. The harvesting and milling of all-time record coffee and sugar crops was nearing completion and the harvesting of wheat was getting under way as the quarter ended. The wheat crop this year will be down—because of smaller acreages—with small, if any, exports in 1966-67, compared with exports of half a million metric tons in 1965-66.

Declining coffee prices resulted in Mexico's temporarily holding back exports in anticipation of adjustments in International Coffee Agreement quotas and higher prices. With the increase in the U.S. 1966 sugar consumption estimate, Mexico's quota was raised by about 18,000 tons. But there is concern in Mexico about depressed world sugar prices and the difficulties of sugar exporting countries in implementing arrangements to strengthen these prices.

The U.S. action in setting export quotas on hides and skins for 1966 caused considerable apprehension. Mexico traditionally imports substantial quantities from the United States and the Mexicans have expressed particular concern over the fact that they were subjected to a quota while the other bordering country, Canada, is not.

The West Coast shrimp fishery, while continuing to produce at low volume, finally exceed last year's sub-standard output toward the end of the quarter. Prices were up to record levels: $1.29 to $1.34 per pound wholesale for the largest sizes and $1.12 to $1.14 for the popular 21-25 pound size.

Although no figures are available, indications are that Gulf of Mexico production is running a little ahead of last year, which was a good season. Eighteen new shrimp boats are under construction at Carmen and Campeche; this building reflects a note of optimism.

Preliminary figures on fishery production in the State of Baja California, the largest volume area in Mexico, indicate that 1965 catches were almost exactly the same as in 1964, approximately 58,500 metric tons. This is somewhat disappointing, as Baja California was expected to show a good increase and lead the Mexican fisheries out of the doldrums.

Fresh water plant needed

A half-million dollar sea-water desalination plant to produce about 900 cubic meters of potable water daily is planned for Greece's Syros island. Construction is to be contracted through an international tender within the next few months.

INVESTMENT IS STRONGEST IN LIGHT INDUSTRIES in El Salvador, where industrial activity is pacing the strong economic growth. This World Bank photo shows packing operation at a margarine plant.

El Salvador's growth rate slows but still reached healthy 6.6% in '65; U.S. regains 35% market share

Active highway program tightens nation's economic links; brisk investment activity centers around light industries

Economic conditions in El Salvador continued to be favorable during the first quarter of 1966, but the three-year growth rate is slowing down.

Figures for 1965 show a 6.6% increase in gross domestic product over 1964 as compared with a 12% increase the previous year.

Business activity during the first quarter on the whole was good. New car sales were up 15%, textile sales up 20%, grocery items up 5%, and wholesale druggists reported a 10% increase. Retail sales were particularly good in home furnishings. Sales of luxury items, such as television sets and expensive radios were about the same as the previous year. Business was good for theaters and hotels.

The construction industry maintained a high rate of activity and stores supplying this industry reported excellent sales. Sales of farm machinery, equipment and supplies declined sharply. Dealers reported tractor sales at a standstill, and the sale of four-wheel-drive vehicles declined, both as a result of the difficulties of the cotton growers.

U.S. regains share

El Salvador's total imports for 1965 were $197 million. The U.S. share of the market was $63 million or nearly 32%, as compared to 35% in 1964. However, it is estimated that the U.S. share of the market for the first quarter again rose to about 35%. During the same period the British and West German share declined, and the Japanese share increased slightly with a further rise in the importation of Japanese cars. Total imports for the first two months of 1966 were up 12% to $36 million, and total exports were up 25% to $43.8 million.

Foreign exchange reserves increased seasonally throughout the quarter. By March 31, the reserves totaled $70.2 million, up 7% from the same period of 1964. Reserves have continued to increase, and on April 22 totaled a new high, $75.4 million.

Government revenues for 1965, including a surplus of $5.6 million from 1964, totaled approximately $102.6 million while expenditures reached $95.5 million, for a new budgetary surplus of $7.1 million. Tax revenues for 1965 increased by 6%, amounting to almost 99% of budgeted revenues.

New loans

During 1965, the Government assumed a total of $16.4 million in new foreign loans, and made repayments of $5.1 million. As of Dec. 31, 1965, the Government had a total authorized debt of $165.2 million, of which $116.1 had been withdrawn.

Bank deposits increased during the quarter with sight deposits rising by over 10%, and savings accounts by about 6%. The money supply rose by 3%. Commercial banks reduced their indebtedness to the Central Bank by about 50% as crop loans were repaid. The pattern of commercial credit, compared with the same period a year ago when credit controls were instituted, showed a 14% decline. On the other hand, credit for construction, and industry and transport, increased by 42% and 52% respectively.

Industrial activity and investor interest continued to grow during the quarter. The total value of industrial production —excluding the fishing industry—for the first nine months of 1965 was $101 million, up 16% from the same period in 1964.

Investment continues to be in light industry. Among the new manufacturing facilities are a $800,000 plant to produce auto ignition accessories and brake linings, a $250,000 plant for the manufacture of metal castings including precision dies and molds, and a $680,000 plant for printing packaging and labeling materials.

The San Salvador plant of ALDECA, an ALCOA subsidiary, installed a new 2,000 ton aluminum extrusion press during the quarter.

Additional service industries are being established in San Salvador. These in-

clude an equipment leasing company and an inter-Central America trucking firm. Studies have been made on public warehousing, refrigeration, and distribution facilities to service the Central American Common Market.

Two new electric power stations, a 30,000 kw. thermal plant and a 6,600 kw. gas turbine plant, were inaugurated at Acajutla by the Government power agency, CEL. Both plants will be used to meet power needs in the rapidly growing industrial area surrounding the port of Acajutla.

Work continued under the National Highway Program of El Salvador, which consists of 13 highway projects with a total length of approximately 340 kilometers. The new Central American Route 8 between Guatemala City and San Salvador is now completely paved. This route offers a shorter and faster route than either the Inter-American Highway or the Coastal Highway.

Production of the 1965-66 agricultural crops was mixed with a 10% drop in coffee, a 31% drop in cotton, and increases in sugar, corn, and rice of 26%, 12%, and 6% respectively. Increased production of these items, except cotton, is expected in the 1966-67 crop year.

Coffee exports during the current year are estimated at 1.5 million bags of 60 kilograms each. The 1966-67 crop yield will increase due to increased fertilization, improved production methods, and ideal weather conditions. Cotton production was 245,000 bales, a 31% decrease due to poor weather conditions and heavy insect damage.

Sugar yields

Sugar production reached a record 93,000 metric tons due to increased plantings and improved yields. El Salvador exported 20,900 metric tons of sugar in 1965—19,200 tons to the U.S., and 1,700 tons to Honduras. As a result of the bumper 1966 sugar crop it is estimated that about 56,900 metric tons will be available for export during 1966.

Corn production rose in the 1965-66 season to 213,000 metric tons. An increase in the acreage planted was responsible for the increase as yields per acre were off due to drought conditions. Corn imports reached a record high of 73,216 metric tons. Honduras continued to be the principal supplier accounting for 79% of total imports.

Increased acreage and yields raised rice production to 22,000 metric tons. Rice imports during 1965 were 1,775 metric tons, of which Honduras supplied 57%. Imports during 1966 are forecast at about 1,000 metric tons.

Honduras skips 1st quarter lull as industrial drive picks up steam; may get concessions from CACM

Investment accord provides many new inducements to U.S. firms; bustling San Pedro Sula area continues to set the economic pace

All first quarter 1966 economic indicators in Honduras were well above the levels registered in the same period of 1965. Government income maintained a comfortable margin over budgeted expenditures, and private sectors investment continued to show the vigor which was largely responsible for the record 1965 advance.

A new development factor was the recognition, at least in principle, by its Central American Common Market (CACM) partners that Honduras should be given preferential treatment to bring its economy in line with its neighbors. Moreover, new public investment programs are expected to be initiated shortly after mid-1966.

Banana and lumber exports will continue to expand in 1966, although banana shipments will not increase at the same rate as in 1965.

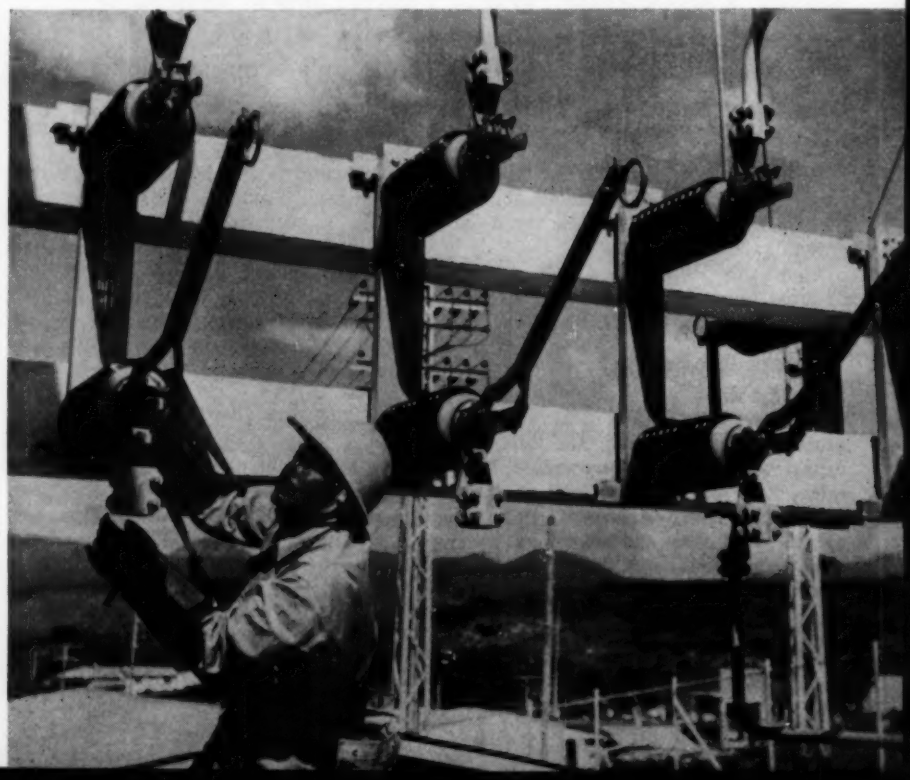
Total export earnings may be off somewhat in 1966 as income from coffee, cotton, and corn will be down. The decreased earnings from the corn crop will worsen Honduras' balance of trade with the CACM, which had been favorable until recent years. If the record imports registered in the first quarter continue the trade picture may become slightly unfavorable, reversing 1965's favorable balance.

Favorable balance

Revised foreign trade figures for 1965 show a $6 million favorable balance, with imports up 20% to $122.5 million and exports up 36% to $128.6. The increase in imports was mainly due to manufactured articles which were up 24%, accounting for 42% of total imports.

Retail trade in general was quite satisfactory during the first quarter, except for the textile stores which were over-

HONDURAS OFFERS ELECTRICAL POWER, as well as broadened guarantees under the recently amended investment treaty with U.S. This workman is installing switch in a Tegucigalpa substation. (World Bank)



stocked. Sales in the San Pedro Sula and La Ceiba area were particularly good due to the industrial activity. In Tegucigalpa and the southern part of the country increasing construction activity offset a weakness in the coffee and cotton crops.

The normal first quarter lull in financial and commercial transactions did not occur this year, and business activity was from 10 to 30% above the first quarter of 1965. The money supply was up 10.5% to $51 million, checking and savings deposits were up 20%, and commercial bank loans were up 30% with particularly large increases in credits to industrial and commercial enterprises.

No evidence of any significant inflationary pressure was noted, and the February cost-of-living index reflected an unweighted advance of less than 2% compared with the same month in 1965.

For the U.S. investor, Honduras in 1966 offers certain additional inducements not previously available. Besides the convenience of the two newly established U.S. banking facilities—Bank of America and First National City Bank of New York—the U.S./Honduras Investment Guaranty Agreement has been broadened. All types of investment guaranties which are presently available under U.S. legislation are now included in the agreement.

North Coast leads way

Industrial expansion in the North Coast continued to set the economic pace for the country. Bemis Brothers Bag Company inaugurated its newly expanded textile mill, a joint venture with Handal of San Pedro Sula. The plant's monthly production of cotton cloth rose from 100,000 to 400,000 yards. Bemis also entered a joint venture with Cementos de Honduras for the production of multiwall paper bags.

A new brassiere and girdle factory, Lovable de Honduras, S.A., began production with a view to supplying the CACM.

Under agreement with Schenley Import Company of New York, Destileria Industrial del Norte will produce gin and vodka. The new firm will also produce absolute alcohol for the CACM and ethyl alcohol for export on the world market.

A new rubber factory, in which Biltrite Rubber Company has a 50% interest, began production of synthetic slabs for soles to be distributed by Biltrite throughout the CACM.

Cementos de Honduras purchased U.S. equipment to increase its daily capacity from 450 to 750 tons. Polymer Industrial, S.A. began construction of a new factory to increase its production of plastic tubes, sheets, and molded articles.

Arrocera Centroamericana began construction of a new rice mill with an additional investment of $200,000, and a furniture manufacturer, Jose Chahin y Hno, plans to invest $100,000 for the production of foam rubber slabs. Technical assistance will be supplied by Wyandotte Chemicals International of Michigan.

In the Tegucigalpa area, the new Textiles Rio Lindo plant expanded its operations and plans to double its original $3.2 million investment. The older mill will be converted into a factory for the manufacture of work clothes.

The value of construction permits in Tegucigalpa rose to an all time high of $1.6 million during the quarter. New quarters for the Bank of Honduras, now affiliated with First National City Bank of New York, and for the Bank of America were begun. Construction of other office buildings, commercial and industrial structures, and two middle income housing projects have caused a shortage of construction workers.

Pan American Airways initiated jet service to the La Mesa airport near San Pedro Sula, but will resume its service to Tegucigalpa in mid-June. The Honduran airlines, TAN, initiated bi-weekly service to Mexico City stopping in both San Pedro Sula and Tegucigalpa.

The National Railroad (FCN) and the Standard Fruit Company signed a contract under which FCN will receive financial assistance, extend their trackage, and service associate producers operating under contract with United Fruit.

In January the Central American Committee on Economic Cooperation approved resolutions which, if accepted and put into effect, would accord Honduras preferential treatment in the CACM. This treatment might include a special Protocol to the CACM Industrial Incentives Law allowing the Government of Honduras to grant incentives greater than those granted by other member countries, preference in the assignment of integrated industries, and special treatment and priorities for Honduran loan requests to the Central American Bank and other international lending agencies.

The general agricultural situation was mixed in the first quarter. Production and exports of bananas were up, exports of frozen and chilled beef increased, and the rapidly expanding sugar industry increased production to near self-sufficiency.

Although coffee exports were up, lower quality has resulted partially from unseasonable heavy rains. Rains also threatened corn crops on the north coast and reduced tobacco production in various parts of the country. Cotton growers apparently were the hardest hit by combination of poor weather, heavy insect infestations, lower prices, and rising production costs.

Lumber exports for the quarter were considerably above the similar period last year. Exports from the North Coast, which constituted about 65% of the total, were up more than 16%. Prospects for the year are good, and trade sources expect total exports to be higher than in 1965.

Far East market guide

A pocket-size guide to doing business in Japan, Hong Kong and the Philippines has been published by Pan American Airways.

The fifth in a series of free publications produced by Pan Am to acquaint buyers and shippers with worldwide markets, the new booklet provides basic facts on the size, scope and economy of these Far Eastern market areas.

For each country covered, the 16-page booklet gives detailed information on major exports and imports; documents required for shippers; articles restricted or prohibited; warehousing facilities; consumer media and advertising outlets; and overseas buying agencies.

Write: Pan American Airways, Box 2212, Boston, Massachusetts.

Iraq increases import duties on tea, sugar

The Government of Iraq has amended its customs tariff to increase the duty on tea to 135 fils (37.8 cents) per kilogram from 100 fils.

The customs duty on crude sugar was raised to 15 fils (4.2 cents) per kilogram from 10 fils, while that on granulated and powdered sugar was raised to 27 fils (7.6 cents) per kilogram from 22 fils.

Canada's top mine operation

The Canadian Oil Sands project in Alberta will be the largest mining operation in Canada, moving 35 million tons of ore and 15 million tons of overburden annually. Over $230 million will be invested prior to the start of production in September, 1967; $57 million had been invested by the end of 1965.

Tariff Commission reports on watches, parts, movements

Study finds no restraint, monopoly of trade in U.S.

The Tariff Commission, in a report to the President, does not find unfair methods of competition or unfair acts in the sale or importation of Swiss watches, watch movements, or watch parts which would restrain or monopolize trade in the U.S. or tend to do so.

The report was the result of a Commission investigation, under Section 337 of the Tariff Act of 1930.

The investigation initiated upon complaint of the Elgin National Watch Co. of Elgin, Ill., and the Hamilton Watch Co. of Lancaster, Pa. Section 337 prohibits unfair acts or methods of competition in the sale or importation of goods which have the effect or tendency to destroy or substantially injure an efficient domestic industry, prevent one from being established, or restrain or monopolize trade and commerce in this country.

Commission findings

If the President finds that such conditions exist, he is required to exclude the offending articles.

There were many respondents in the investigation, including certain U.S. importers of Swiss watches, several producers of watches and watch parts, and other companies and associations making up a significant sector of the Swiss watchmaking industry.

The three commissioners who took part in this investigation found the respondents are not "currently engaged in unfair methods of competition or unfair acts in the importation of watches, watch movements, or watch parts into the United States, or in their sale, of sufficient viability to bring them within the proscription of section 337 and the application of its sanction."

The Commission report contains extensive findings of fact which trace the activities and major developments within the Swiss watchmaking industry in the past four decades with special emphasis on the events of the past 12 years.

For a copy of the public report, available as long as the limited supply lasts, **write:** Secretary, U.S. Tariff Commission, 8th and E Sts. NW., Washington, D.C. 20436.

Commerce simplifies export license procedure

The U.S. Department of Commerce has announced a new system to speed the process and reduce the cost of issuing validated export licenses.

The system involves the use of a shorter, simplified application form and a photographic process to reproduce the license from the application. Licenses previously were typewritten.

Copies of the new application form may be obtained from the Department's Office of Export Control or any Department Field Office.

Details of the new system appear in Current Export Bulletin No. 935, which also notifies exporters of molybdenum that they must certify on applications for export licenses that none of the material has come from Government stockpiles.

Current Export Bulletin No. 935 is available at 25 cents a copy in Room 6043, U.S. Department of Commerce, Washington, or through the Commerce Department's Field Offices.

Jamaican tire factory to purchase U.S. materials

U.S. machinery, equipment, materials, supplies and related services needed to produce tires, tubes and other rubber products will be purchased for a new tire factory in Jamaica.

The new company, Goodyear Jamaica, Ltd., is an affiliate of Goodyear Tire & Rubber Co. which will hold 60% of the stock. The balance is to be offered to Jamaican investors.

The proposed plant has been designated an "approved enterprise" by the Jamaican Government because of the impact local tire production is expected to have on the country's economy. At present, all of Jamaica's tire needs are met through imports.

The U.S. purchases will be financed through a $3 million loan authorized by the Export-Import Bank. The loan will be repaid in 11 semiannual installments beginning in 1968.

U.S. to supplement Food for Peace supplies to India

Additional $313 million in food grains to be available

The U.S. will make available an additional $313 million worth of Food for Peace supplies to India to maintain in the months ahead the currently accelerated rate of U.S. food aid shipments.

An announcement by Secretary of Agriculture Orville L. Freeman implements President Johnson's March 30 special message to the Congress proposing that the U.S. supplement the 6.5 million tons of food grains allocated to India since last July with an additional 3.5 million tons of food grains, and other agricultural commodities.

The additional supplies are being made available through an amendment to a Title 1, Public Law 480 agreement of Sept. 30, 1964.

Commodities, which will be paid for in Indian rupees, include:

Wheat/wheat flour (2.75 million metric tons), $161.9 million; grain sorghum (750,000 metric tons), $35.2 million; corn (200,000 metric tons), $11.1 million; soybean/cottonseed oil (35,000 metric tons), $9.9 million; cotton, upland (680,000 bales), $88.4 million; cotton, extra long staple (20,000 bales), $4.2 million; and tobacco (2 million pounds), $2.6 million.

Private firms to sell

Sales of U.S. commodities to the Indian Government under this program will be made by private U.S. traders. Purchase authorizations will be announced when issued. The India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., will handle the purchasing for India.

Of the rupees obtained through these sales, 5% will be set aside for loans to U.S. and Indian private firms by the Export-Import Bank.

Information concerning these loans can be obtained from the Bank. India will be loaned 75% of the rupees for economic development and 20% will be made available for U.S. uses.

India devalues rupee, imposes export duties on 12 commodities

Finance Minister says measures were taken to avoid decline in prices; some import duties modified

India has devalued the rupee from 4.76 rupees per dollar to 7.50 rupees per dollar effective last June 6.

At the same time, export duties were imposed on 12 commodities that figure importantly in India's export trade in order to "obviate the danger of a decline in prices," according to India's Finance Minister. Downward adjustments of import duties are being made in selected items.

The new export duties are as follows:

Jute manufactures (hessians, Rs. 900 per metric ton; sacking and all other sorts, Rs. 600 per metric ton); tea (Rs. 2 per kilogram); coffee (50 paise per kilogram); black pepper (Rs. 1.25 per kilogram); oil cakes other than copra cakes (Rs. 125 per metric ton); tobacco, unmanufactured (75 paise per kilogram).

Raw cotton (Rs. 1,000 per metric ton); cotton, waste (30 paise per kilogram); raw wool (1 rupee per kilogram); mica, all sorts (50 paise per kilogram); hides, skins, and leather, tanned and untanned, all sorts, but not including manufactures of leather (10% ad valorem); and coir and manufactures (10% ad valorem).

Import duty reductions

With regard to import duties, reductions will result generally in a rate of 27½ percent ad valorem for machinery and primary raw materials and a rate of 50% ad valorem for other raw materials and intermediates. Basic rates of duty on most consumer goods as well as agricultural equipment remain unchanged. On certain essential categories of steel (mainly plates and electrical steel sheets) the basic duty has been reduced to 15%. The regulatory duty of 10% ad valorem has been withdrawn on all items. Foodgrains, fertilizers, books, journals, newsprint, family planning accessories, sulphur, and rock phosphate will be free of duty.

Excise duties on petroleum products are being readjusted to maintain present consumer prices on such products as kerosene, diesel oils, furnace oil, and motor fuel. Excise duties on manufactured copper, zinc, and lead remain the same.

All special export promotion schemes involving issuance of import entitlement licenses as well as the export tax credit scheme were abolished.

Measures for liberalization of import licensing were expected to be announced soon. In the meantime, the Finance Ministry reported that unutilized balances of outstanding import licenses, expressed in rupees, will be increased to provide the same amount of foreign exchange as originally intended.

Also, immediate applications for import licenses were invited from industrial units, which had to shut down or lay off employees, owing to the lack of raw materials, spares, and components. Educational and research institutions will be granted unlimited licenses for the importation of books.

Korea bans hair exports

The Korean Ministry of Commerce and Industry has placed an export ban, which went into effect June 1, on all hair over three inches long except against letters of credit opened prior to June 1. The Ministry said the purpose of the export ban is to help facilitate development of the domestic wig industry.

New Ghana Government asks for delay in repaying debts inherited from old regime

Representatives of Ghana's new Government recently met in London with officials of some of Ghana's creditor nations to discuss a postponement of her debt repayments.

Despite several practical steps taken to rehabilitate the nation's shattered economy, the new Government said it couldn't meet all of its inherited obligations and asked for a temporary suspension of payments until an appropriate debt rescheduling can be arranged.

This rescheduling refers only to credits of between one to twelve years, and does not apply to trade credits of up to 365 days.

The Ghanaian delegation said that the nation was determined to fully honor all its international obligations.

Ghana proposed a further international meeting with the creditor countries in August or September, by which time they hope to have accumulated more complete and accurate information on the scope of the debt, the nation's development needs, and her balance of payments prospects.

Deadline extended for filing claims on Dominican damage

The Commission established by the Dominican Republic to process damage claims (see INTERNATIONAL COMMERCE, May 16, p. 19) has announced that the deadline for the filing of claims has been extended to June 30, according to information received from the U.S. Embassy, Santo Domingo.

U.S. nationals desiring to file claims for losses arising from last year's civil strife should **write:** Comision Depuradora de Reclamaciones por Danos de Guerra, Ministerio de Finanzas, Avenida Mexico, Santo Domingo, Dominican Republic.

Lebanon exempts plastic belting from customs duty

Amendments to the Lebanese Customs tariff now provide for duty-free customs treatment of belts for vehicles and agricultural and industrial machinery made of artificial resins and plastic materials, and cellulose esters and ethers.

Spain requires all bids to include provincial taxes

All bidders for goods, services, and public works under State contracting in Spain will be assumed to have included the applicable provincial taxes in their bids; bidders will not be able to claim separate reimbursement for such costs.

Four South African manufacturers request licenses from U.S. firms for various products

Established firms ask links for appliances, solvents, winches

South African manufacturers of products ranging from nursery furniture to ship winches handling equipment would like to obtain licenses to manufacture products in their field of experience.

The four licensing proposals are listed below.

Household appliances

A manufacturer of materials handling equipment, sanitary ware and heavy duty catering equipment seeks a license to produce all types of household appliances, heavy duty catering equipment and materials handling equipment.

Established in 1947, the firm has 550 employees and annual sales of approximately $3 million.

Write: Univa Metal Works, (Pty), Ltd., P.O. Box 735, Alrode, Transvaal, South Africa. WTD.

Children's vehicles

A manufacturer of nursery furniture seeks a license to make perambulators and children's push carts.

The company, established in 1963, has 80 employees and does an annual volume of $380,000.

A representative of the firm expects to arrive in the U.S. June 27 for a two-week visit. Firms interested in this proposal should contact immediately either the company or The Standard Bank of South Africa, 52 Wall St., New York, N.Y. to arrange appointments.

Cable or write: T. Sarfin, Design Manufacturers, (Pty), Ltd., P.O. Box 91, Industria, Transvaal, South Africa. WTD.

Concrete products

A manufacturer of lubricants and related products, established in 1898, seeks a license to produce cement and concrete additives, water repellent devices and solvents for cleaning electric motors and diesel engines. The firm is also interested in making flocculating and colloidal suspensions in water for chemical plants and underground mine water.

The company has annual sales of $280,000 and 50 employees.

Write: G. H. L. Grieve, Sales Manager, Noxal Co., South Africa, (Pty), Ltd., P.O. Box 95, Isando, Transvaal, South Africa. WTD.

Ship winches

A license to manufacture a range of winches, hoists and capstans suitable for installation on fishing trawlers and small freighters and on wharves is sought by a Johannesburg producer of centrifugal pumps, roof ventilators and hoists and diaphram valves.

Established in 1928, the firm has 350 employees and annual sales of over $9.5 million.

Write: J. H. Vivian & Co., Ltd., P.O. Box 301, Johannesburg, South Africa. WTD.

Dutch companies want U.S. licenses

Four companies in the Netherlands seek licenses from U.S. firms to manufacture purification equipment, machinery for the steel industry, can coatings and steel structures. The proposals follow.

- A large manufacturer of ships, steel bridges and construction and mining machinery seeks a license to make heavy steel structures, heat exchangers and air conditioning equipment. The firm currently has approximately 1200 employees.

Write: Boele's Scheepswerven en Machinefabriek N.V., 598 Ringdijk, Boines, Netherlands. WTD.

- A Rotterdam importer, manufacturer and exporter of absorbents, dryers and air conditioning equipment seeks a license to make catalytic purification, catalytic combustion and filteration equipment such as bacteria, air, and compressed air filters.

Write: Droogtechniek en Luchtbehandeling N.V., 39 Nieuw Mathenesserstraat, Rotterdam, Netherlands. WTD.

- A license to produce heavy machinery for the steel industry, including conveyors, elevators and machinery for the manipulation of steel sheets is sought by a manufacturer of anchors, flanges, chain cables and steel structures.

The firm's extensive facilities include a foundry, chain factory, forge and machine shop. Established in 1836, the company has approximately 675 employees.

Write: N.V. Koninklijke Nederlandsche Grofsmederij, 66-68, Zuidsingel, Leiden, Netherlands. WTD.

- A manufacturer of paints, lacquers, and varnishes seeks a license to produce can coatings from a U.S. firm specializing in the manufacture of this product. The firm employs approximately 350 persons and operates subsidiaries in Netherlands, Belgium and Germany.

Write: Varossieau & Cie. N.V., 46 Emmalaan, Alphen a/d Rijn, Netherlands. WTD.

PRINTING MACHINERY

A French manufacturer of equipment for the graphic arts industry such as printing presses, paper cutting machinery and packaging equipment seeks a licensing arrangement with a U.S. firm to make machinery for the paper and graphic arts industry.

The company has approximately 170 employees and does an annual volume of $2 million.

Write: Societe Francaise des Presses, 72 rue Rouget de Lisle, 59-Roubaix, France. WTD.

FOOD PRODUCTS

A Brisbane manufacturer and wholesaler of food products seeks to diversify its operation through a joint venture or franchise agreement with a U.S. firm.

The firm currently markets its products in Australia, New Guinea and Malaysia.

Write: R. M. Gow & Co., Ltd., 82-94 Roma St., Brisbane, Australia. WTD.

INDUSTRIAL MACHINERY

A manufacturer of large installations for foundries, smelting works, and rolling mills is interested in a license from a U.S. company for complete continuous casting installations including iron chills.

Established in 1950, the German firm has an annual volume of over $1 million, employs 100 persons and operates a branch plant in France.

Write: Hoestemberghe & Kluetsch, 663 Saarlouis, Germany. WTD.

World Trade Opportunities

Construction firms asked to register for bidding on Mexican irrigation job

Mexico's Secretariat of Hydraulic Resources is inviting construction firms to register with it by July 18 to become eligible to receive invitations to bid on rehabilitation works in Irrigation District No. 23, San Juan del Rio, State of Queretaro.

The projects covered by this invitation will be carried out over a three-year period and will consist of the following items: Construction of canals—110 kilometers; canal structures—340 units; huts for canal workers—8 units; reconditioning of existing canals—40 kilometers; drainage construction—16 kilometers; construction of operating roads—120 kilometers; and leveling at various grades of farm land—10,000 hectares.

Bids will be called for yearly covering projects worth at least $1.6 million. These works will be financed in part by a loan from the International Bank for Construction and Development (World Bank).

Interested firms may obtain the necessary registration forms and information on the projects from: Departamento de Rehabilitacion, Direccion General de Distritos de Riego, Secretaria de Recursos Hidraulicos, Paseo de la Reforma 69—2° Piso, Mexico 1, D.F., Mexico.

Completed registration forms must be turned in to the Secretariat with a 50 peso ($4) fee by July 18 at the latest.

U.N. invites bids for a marine radar simulator

The Director, Purchase and Transportation Service, United Nations, New York, has issued invitation No. 6-10661, calling for the supply and installation of one marine radar simulator.

The simulator is to be capable of displaying the user's own ship and four target ships, with a coastline generator and "playing field" of at least 50 miles square. The four display units should be capable of the following: Relative motion presentation, compass stabilization, reflection plotters, variable range markers, and a minimum of a 12-inch display. Early delivery will be a factor in making the award.

Bid deadline is June 30 at the U.N. in New York. The equipment is to be delivered at Taipei, Taiwan.

Further information may be obtained from Mr. D. Hussey, Room 2166-G, U.N. Building, N.Y., Telephone: Plaza 4-1234, extension 3637.

Thailand needs products for new irrigation dams

Thailand's Royal Irrigation Department is planning, under the next 5-year economic development plan (1967-1972), to build dams in the country's north, northeast, and western regions as follows:

Northern Region: Kued at Chiengmai Province; Kiewlom at Lampang Province; Pha-Koh at Mae-Yom, Sukothai Province; and Ta Pla at Uttradit Province.

Northeastern Region: Lam Nam Oon at Sakol Nakora Province, Lam Chi Bon at Chaiyapoom Province; Lam Yang at Roe-et Province; Lam Moon Bon at Nakorn Rajsima Province, including four minor projects; Huay Ka-Yoong at Sri Saket Province; Lam Dome Noi at Ubol Province, and Lam Dom Yai at Ubol Province.

Western Region: Pranburi Dam at Prachuabkirikarn Province.

Feasibility surveys of all these projected dams are now being conducted, except the one pertaining to the Ta Pla Dam, which has already been completed. The RTG was granted a World Bank Loan of $23 million for that project.

U.S. firms interested in supplying products for use in these projects should communicate directly with: M. L. Xujati Kambhu, Director-General, Royal Irrigation Department, Samsen Road, Bangkok, Thailand.

Builders must prequalify by July 4 for construction of Saudi Arabian highway

Saudi Arabia's Ministry of Communications in Riyadh requests that contractors submit their prequalification documents by July 4 in order to bid on the construction of a highway located in the extreme northern region of the country. The contract is for 77 miles of road construction designed by Sauti, an Italian firm, on the Nabak-Abu Gasr Highway.

Documents must include a detailed statement of qualifications, previous experience in Saudi Arabia or elsewhere, and a photo-copy of the firm's articles of incorporation.

Tender documents will be available to bidders from July 4 to August 12 for $444.44 from the above Ministry. All document purchase orders must be accompanied by a bank or cash guarantee for $1,111.10, which will be refunded when the bid is submitted.

Steel pipe and other items needed for Colombian plant

Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga No. 607, Medellin, requests offers by August 16 for the design, manufacture and supply of welded steel pressure pipe, distributor and accessories for the Guatape hydroelectric plant.

Terms and specifications may be obtained from Empresas Publicas de Medellin against payment of 200 pesos (about $12) per copy.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

U.N. assists Thailand in setting up institute for small industry services

An agreement between the Government of Thailand and a representative of the United Nations Development Program/Special Fund was signed recently to establish a Small Industry Service Institute. The project is expected to take about five years to implement.

The United Nations Special Fund will contribute $915,000 to pay for machinery, equipment and other foreign exchange costs, and will provide 27 experts from the International Labor Organization. Thailand will provide $1,287,315 in local currency to pay for the cost of land and construction.

Present plans call for the construction of four workshops, to be built in and around Bangkok. Work is scheduled to commence in 1967. The International Labor Organization will be responsible for the procurement of machinery and equipment.

A tentative list of the machinery required for the Small Industry Service Institute workshops can be obtained on a loan basis from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Room 4203, Washington, D.C. 20230.

Other inquiries should be directed to Mr. C. R. Wynne-Roberts, Chief of the Management Development Division, Human Resources Department, International Labor Organization, 154 Rue de Lausanne, Geneva, Switzerland.

Jordan invites contractors to bid on sewerage system

Jordan's Municipal Council of Amman invites qualified contractors and companies to bid on a project comprising the Secondary Sewerage Network for the City of Amman. The work will include the delivery and laying of approximately 100 kilometers of sewers with diameters ranging from 150 to 1,000 mm.

Bidders will be requested to participate in the financing of the project; period of repayment shall be not less than five years after completion of the works. Offers will be accepted until noon Aug. 1.

Tender documents are available for $84 (JD 30) as well as further technical information in pamphlet form which is free of charge from: The Municipality of Amman, Main Office/Tenders, P.O. Box 132, Amman, Jordan.

H.F. transceivers sought by Turkey

The Procurement Department, General Directorate of Petrol Office, Ankara, Turkey, is requesting bids for the supply of 8 SSB transceivers. The equipment is to operate in the 3 to 15 MHz band, with four crystal controlled channels, and be suitable for simplex operation on A3, A3a, and CW modes, with a PEP of 100 W.

Bid deadline is July 18.

Copies of the bidding documents are available in English from the Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, Turkey, upon payment of $5.50, which includes airmail postage.

World Trade Opportunities Con't to page 43

Prequalifications invited for construction of bridges on Japan's Kobe Expressway

Japan's Hanshin Expressway Public Corporation invites international bidding for the construction of bridges on the Kobe Expressway in the section between 2-chome, Higashishiriike-cho and 10-chome, Ohashi-cho, Nagata-Ku in Kobe City.

July 7 is the deadline for contractors, with experience in steel bridge construction, to submit prequalification forms to: Hanshin Expressway Public Corporation, 71, 5-chome, Kawaramachi, Higashi-ku, Osaka. The cable address is HANSHIN KODAN.

Interested firms located in the United States may obtain a copy of the Announcement of International Bidding and a copy of Information Forms for Prequalification of Applicants for Bidding from the U.S. Department of Commerce, Building Materials & Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

Bid registrations invited by Mexico for dam project

Mexico's Secretariat of Recursos Hidraulicos is inviting construction firms to register with it by July 11 to prequalify for bidding on the Hidalgo Dam project in the San Juan del Rio Irrigation District, State of Queretaro.

The project will take approximately 24 months to complete and will include, aside from terracing required to divert and control the river during construction, evacuations totaling 620,000 cubic meters. The total volume of the dam will be 1,455,400 cubic meters, 5,400 of which will be concrete. The maximum height will be 35 meters, and the length at top will be 2,140 meters. The project will be financed in part by a loan from the International Bank for Reconstruction and Development (World Bank).

Interested firms can obtain the necessary registration forms and other information on the project from: Direccion de Construccion de Grande Irrigacion, Secretaria de Recursos Hidraulicos, Paseo de la Reforma 69—10° Piso, Mexico 1, D.F., Mexico.

Over 500 items of electronic spare parts sought by Iraq

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has issued tender No. 37/66, calling for the supply of over 500 items of electronic spare parts for use on Ampex type 1000c video tape recorders and its associated equipment.

Among the items wanted are over 60 types of transistors and diodes, over 400 types of capacitors, and 12 types of tubes. The quantities on all items range from 12 to 24 pieces.

The bid deadline is July 31.

Loan copies of the tender documents are available to firms located in the U.S. from the U.S. Department of Commerce, Electronics Division, BDSA-658, Room 4125, Washington, D.C. 20230. Telephone: 202-967-4036.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 323-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Mexican irrigation district to be rehabilitated; firms must prequalify by July 15

Mexico's Secretariat of Hydraulic Resources is inviting construction firms to register with it by July 15 to become eligible to receive invitations to bid on rehabilitation projects in Irrigation District No. 17 of the "Lagunera" Region, located in the States of Coahuila and Durango.

The projects covered by this invitation will be carried out over a four or five year period and will consist of the following: Canal structures—1,300 units; construction and improvement of operating roads—500 kilometers; huts for canal tenders—100 units; lining of canals and related works—1,000 kilometers; leveling at various grades of farm lands—85,000 hectares.

Bids will be called for yearly covering projects worth at least $1.6 million each. These works will be financed in part by Mexican Government funds and in part by a loan from the International Bank for Reconstruction and Development (World Bank).

Interested firms can obtain the necessary registration forms and information on the projects from: Departamento de Rehabilitacion, Direccion General de Distritos de Riego, Secretaria de Recursos Hidraulicos, Paseo de la Reforma 69—2° Piso, Mexico 1, D. F.

Paraguay requests firms to prequalify for road and bridge construction

The Government of Paraguay invites interested firms to submit prequalifications for preparing and paving the 26-mile section of road between Coronel Oviedo and Villarrica and for the construction of a concrete bridge of approximately 100 yards. Financing of this project is to be under a recent World Bank credit for $2.1 million. The road design and specifications for later competitive bidding are being made by Brown and Root Overseas, Inc.

Submissions must be made on or before June 24 to the Ministerio de Obras Publicas and Comunicaciones, Direccion General de Vialidad, Calle Alberdi y General Diaz, Asuncion.

A copy of the prequalification invitation is available on a short term loan basis to firms located in the United States from the U.S. Department of Commerce, Building Materials & Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

Ecuador seeks consultants

Ecuador's National Economic Planning and Coordination Board is seeking consulting engineering firms to perform a preliminary field study for the Quito-Guayaquil microwave telecommunications link. Consulting engineering firms without connections with equipment suppliers are to be preferred.

Write: Dr. Alberto Almeida H., Secretario, Junta Nacionalde Planificacion y Coordinacion Economica, Quito, Ecuador. Inquiring firms should send evidence of their qualifications to perform such work, and indicate their readiness to engage in the project in the near future.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192; U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree, nut, vegetable farms

BELGIUM—Fresh fruits, especially apples, and dried fruits. Agrofruit Company Belgium PVBA (importer, exporter, wholesaler), 167 Italielei, Antwerp. WTD 6/11/65.

151 General building contractors

● **IRAQ**—Construct Diyalah Bridge along the Army Canal, one of Economic Plan Projects (Investment Program) estimated at U.S. $3,500,000, of which $2,100,000 has been allocated in the 1965-69 Five Year Plan. Tender No. B/20/1965; bid deadline July 30. Directorate General of Roads & Bridges, Ministry of Communications, Baghdad.

161 Highway, street construction

● **KENYA**—Construction of 360 miles of feeder roads to tea fields and 80 miles access roads to tea factories, and considerable number of small bridges. Feeder roads are of earth standard with gravel surfacing in places; factory access roads are to a gravel standard, financed by International Development Association for Tea Road Construction Project. Contractors should officially register on this project Letter Reference R. 1872/H.O.2001 for bidding on certain road tenders to be released about August 1966. Ministry of Works, Roads Branch, P.O. Box 30260, Nairobi. Copy of announcement only.★ (Telephone: 202-967-3601).

201 Meat products

AUSTRIA—Frozen chicken legs. Oesterr. Unilever Ges.m.b.H. (IGLO) (manufacturer, exporter, importer), A-2301 Werk Gross Enzersdorf b. Wien. WTD in preparation.

203 Canning, preserving foods

AUSTRIA—Frozen fruit juices, broccoli, corn. Oesterr. Unilever Ges.m.b.H. (IGLO) (manufacturer, exporter, importer), A-2301 Werk Gross Enzersdorf b. Wien. WTD in preparation.

Canned peaches, pineapples. "Phoenix-Werk" Johann Lachout O.H.G. (manufacturer, distributor), Konservenfabrik, A-2281 Raasdorf, Lower Austria. WTD in preparation.

● **IRAQ**—Tomato puree in 5 to 10 kilogram metal cans, 400 tons. Tender No. INQ/MISC/12/1966. Bid deadline July 2. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4794).

SWEDEN—Frozen salmon, vegetables; canned fruits; fish. Direct purchase and agency. H.G. Bredelius (agency), Kungsportsavenyen 14, Goteborg. WTD 5/26/66.

209 Food preparations

BELGIUM—Dietetic foods, infants foods, delicatessen. Revogan n.v. (importer, retailer, exporter, wholesaler), Burgstraat 30, Ghent. WTD 5/24/66.

● **BURMA**—Raw linseed oil packed in 5 gallon drums, 1,000 imperial gallons; double boiled linseed oil packed in 5 gallon drums, 3,000 imperial gallons. Tender No. 3/MPC-BR/65-66. Bid deadline July 6. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-4794).

232 Men's, youths', boys' furnishings

SWITZERLAND—Western and cow-boys' shirts, jeans, slacks, vests, scarves. Regamey Sport (importer, retailer), Rue du Tunnel 15, 1000 Lausanne. WTD in preparation.

264 Converted paper, paperboard products

BELGIUM—Paper towels, disposable diapers, sandwich papers, foils, special kraft papers, domestic wrapping papers. Verenigde Papier en Kartonfabrieken N.V. (importer, wholesaler, exporter, manufacturer), Nijverheidsstraat, Oudegem-Dendermonde. WTD 12/30/65.

281 Industrial chemicals

AUSTRALIA—Aluminum fluoride and sodium silico fluoride, for use in fluxing processes in refining aluminum alloys. Moreland Metal Co. (manufacturer), P.O. Box 178, Mascot, NSW. Attn.: Mr. Davis. WTD 5/13/66.

● **IRAQ**—Ammonium chloride powder, not less than 99.5% NH_4Cl, and not more than 0.01% SO_4, 0.0005% Fe, 0.0002% Pb and 0.04% H_2O, 8 metric tons; zinc chloride powder, not less than 98.2% $ZnCl_2$ and not more than 0.5% ZnO, 0.0001% Fe, and less than 0.01% Cd, Mn, Pb & Cu, 1 ton; mercuric chloride, not less than 99% $HgCl_2$, 50 kilograms packed in 1 kilogram packages. Samples of each material should be sent with offer. Tender No. PROD 4/3-966, bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3465).

● Natural manganese dioxide, 83% MnO_2, not more than 1.6% Fe_2O_3, 20 metric tons; electro-

WTD PRICE CHANGE

Effective on July 1, the charge for each World Trade Directory report will be raised from $1 to $2. The increase is in conformity with changes in the prices charged for other government publications and services.

lytic manganese dioxide, 91% MnO_2, not more than 0.03% Fe, 20 metric tons; graphite, 92% carbon content, 4 metric tons; acetylene black, 99.9% carbon content, very lightly compressed, 2 metric tons. Materials to be used in dry cell battery production. Sizes and kinds of containers were unspecified on all of the above items. Tender No. INQ/PROD/4-2/1966, bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2008).

● Materials used in dry battery production; 4,000 lbs. sealing compound, 1,000 lbs. talc powder, 1,000 lbs. starch gum, 2,000 lbs. electro conductive layer, 1,000 lbs. yellow maize flour. Tender No. PROD/4/5-966, bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3512).

NETHERLANDS—Basic chemicals and raw materials for manufacture of pharmaceutical products. Chemolanda N.V., 14 Elandstraat, The Hague. WTD 6/14/65.

PHILIPPINES—Soda ash. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. WTD 7/26/65. Attn.: Marketing Manager.

282 Synthetic materials

● **IRAQ**—PVC plastic granules or ribbon, 1,000 kgs; solid abonite rod, 25 mm. dia., 50 kgs., 50 mm. dia., 50 kgs.; carbon steel rod, 90 mm. dia., 300 kgs., 40 mm. dia., 300 kgs. Tender No. 966/Prod./4/14, bid deadline July 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3512).

289 Chemical products

FRANCE—Wall-primers and sealers; waterproofing and insulating compounds; interior and exterior wall-finishes; anti-hydro wall-coatings and related products of good quality for the building industry. Agency and direct purchase. S.A.A.T. (Societe Anonyme d'Applications Techniques) (dealer, sales agent), 9 Allees des Soupirs; 31- Toulouse, Haute-Garonne. WTD 5/31/66.

● **IRAQ**—Materials for 0.303" ammunition, 5,000 kgs. Cordite and 2.25 million percussion caps; tenders No. 966/PROD/1/1. Materials for 9 mm. ammunition, lead wire 15,000 kgs.; brass cups 15,000 kg.; gilded metal cups 7,000 kgs.; percussion caps, 3 million, and smokeless pistol powder, 1,000 kgs. (glazed NC); tender No. 966/PROD/1/2; bid deadline July 9. Copies of tenders and specifications available from Military Attache, Embassy of the Republic of Iraq, 3510 Garfield St. NW., Washington, D.C., phone 202-333-4028. Bids should be submitted to: Directorate of Contracts and Purchases, Minister of Defense, Baghdad, Iraq.

NETHERLANDS—Fine chemical products for the plastic, rubber, printing ink, paint and preservative, and petro-chemical industries. Chemolanda N.V. (importer, wholesaler), 14 Elandstraat, The Hague. WTD 6/14/65.

291 Petroleum refining

ISRAEL—Lubricating oils and greases for light machinery. Especially interested in white, tasteless and odorless lubricant for food-processing machinery. Requests catalogs, price lists, conditions of payment, and samples, if possible. Yaacov Ben Moshe and Son (importer, agent, distributor), 10 Haye Adam St., Jerusalem. WTD in preparation.

313 Boot, shoe cut stock, findings

BELGIUM—Sole rubber sheets, also microcellular; PVC for shoe uppers and linings. Algemene Ledercentrale N.V. (importer, exporter, wholesaler), 52 Dendermondsesteenweg, Aalst, WTD 9/22/65.

314 Footwear

SWITZERLAND—Western, cow-boys' boots. Regamey Sport (importer, retailer), Rue du Tunnel 15, 1000 Lausanne. WTD in preparation.

319 Leather goods

SWITZERLAND—Western and cow-boys' belts, vests and novelties. Regamey Sport (importer, retailer), rue du Tunnel 15, 1000 Lausanne. WTD in preparation.

322 Glass, glassware

BELGIUM—Glass roving, glass matting, glass wiring. Syncoglass (manufacturer), Zevensterrenterrein, Zele. WTD 7/1/65.

● **IRAQ**—Laboratory glassware, various items and quantities. Tender No. MED/3/966, bid deadline July 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad★ (Telephone: 202-WO 7-4387).

329 Abrasive, asbestos, nonmetallic mineral products

● **PHILIPPINES**—Asbestos-cement pressure pipe and accessories, furnish and deliver; pipe sizes in 12", 16", 20" and 24" diameters; accessories include adapters in same sizes as pipe and gibault joints in 20 and 24" sizes. Pre-qualification submission deadline July 12, bid deadline Aug. 2 for tender No. FM-3. Copy of specifications and contract documents available for $15 from office of the Acting Engineering Manager & Chief Engineer, National Waterworks & Sewerage Authority, 176 Arroceros, Manila. Sample copy available only for examination in the U.S. Department of Commerce, Building Materials & Construction Industries Division, BDSA-564, Washington, D.C. 20230.

Talc, natural. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

331 Steel mill products

● **GREECE**—Steel railway ties and tie plates: 22,400 metric tons of ties and 2100 m.t. of tie plates. Tender No. B872/65, bid deadline July 20. Ministry of Commerce, State Purchases Directorate 4th, 50 Socratous Street, Athens.★ (Telephone: 202-WO 7-2363). This is a repetition of a bid held on Feb. 5. (See INTERNATIONAL COMMERCE Jan. 10, p. 74).

● **IRAQ**—Seamless steel pipe and related fittings for refinery, includes 219,000 ft. of 12" pipe. Tender No. 15/66, bid deadline July 2. Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2363).

● **KENYA**—Rails and ties: 250 pcs. 95 lb. rail, 40 ft. long and 5,000 pressed steel sleepers, 6 ft. 9 ins. Applications for tender documents (Ref. Circular No. 51, dated 5-25-66) must be received by July 4 in the Office of The Overseas Purchasing Division, East African Railways and Harbours, 4 Millbank, London, S.W.1.

PHILIPPINES—Steel billets, ingots, plates. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

● **SUDAN**—Rails: 28,000 metric tons of 90.76 lbs. and 1,750 pcs. 35'-10" long. Tender No. 3523, bid deadline July 23. Office of Controller of Stores, P.O. Box 65, Atbara.★ (Telephone: 202-WO 7-2363).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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334 Secondary smelting, refining nonferrous metals

● **IRAQ**—21 tons of zinc calots and strips; 50,000 zinc cups for dry cell battery production. Tender No. Prod./4/1-966, bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Tender documents available from the Military Attache, Iraqi Embassy, 3510 Garfield St. NW., Washington, D.C.

341 Metal cans

GERMANY—Copper vases and copper containers for flower pots; open copper kettles with three legs and a cast iron handle ("Tessin" copper kettles); copper fondue set (pot and forks with teakwood handles); punchbowl sets of copper. Requests price quotations c.i.f. European ports. Direct purchase and agency. Karl Wiegel (wholesaler), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

344 Fabricated structural metal products

● **IRAN**—Supply of 2 steam boilers complete with all accessories including chimney pipes, fuel and feed water heaters; 4 tons/hour capacity, horizontal, Waltz type tubes, accessories for 220/380 v. 50 cycle, fuel, Iranian Mazout (petroleum). Bid deadline, Aug. 21, 10 a.m. Iranian Tobacco Monopoly, Tehran, Iran.★ (Telephone: 202-WO 7-4241).

345 Screw machine products

● **BURMA**—Various types and small quantities of bolts and nuts. Tender No. 317/T/CONST-BR/65-66, bid deadline July 6. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ Telephone: 202-WO 7-5589).

351 Engines, turbines

NETHERLANDS—Internal combustion en-

gines for industrial and domestic use; generator sets; other technical durable consumer goods; capital equipment. Exclusive agency, direct purchase. Motorenfabriek De Sutter (importer, wholesaler, retailer, exporter), 104-106 Wm. van Hillegaersbergstraat, Rotterdam. WTD 3/8/66.

NEW ZEALAND—Outboard motors with an output of 30 hp. and upwards. Andrew Donovan (importer), 217 Victoria Arcade, Queen & Shortland St., Auckland, C.1. WTD 5/23/66.

PHILIPPINES—Small gasoline and diesel engines, both stationary and marine. Direct purchase and agency. Mr. Ulpiano Sarmiento, President, Parsons Hardware Co., Inc. (importer, wholesaler, retailer), 440 Pina Ave., Sta. Mesa, Manila. WTD 7/29/65.

353 Construction, mining, materials handling machinery

NETHERLANDS—Materials handling and road building equipment; other technical durable consumer goods; capital equipment. Exclusive agency, direct purchase. Motorenfabriek De Sutter (importer, wholesaler, retailer, exporter), 104-106 Wm. van Hillegaersbergstraat, Rotterdam. WTD 3/8/66.

PHILIPPINES—Heavy equipment including road rollers, truck mounted cranes, tractors. Direct purchase and agency. Mr. D. Nathalio Gatchalian, Vice-President & General Manager, Nathalio Trader (importer, wholesaler, retailer, exporter, manufacturer), 1359 R. Lanuza, Manila. WTD 3/25/66.

354 Metalworking machinery

BRAZIL—Shaping and cutting machines, excentric presses, also pneumatic and electric tools. Direct purchase and agency. Gerlinger S.A. Comercial e Tecnica (retailer, wholesaler), Caixa Postal 3465, Sao Paulo. WTD 2/11/66.

JORDAN—Factory for production of welding rods; capacity approximately 1,500 tons per year; requires technical assistance in installation of equipment to be supplied and training of operators. Marwan Y. Kakish, P.O. Box 735, Amman. WTD in preparation.

SPAIN—Metal cutting machinery and equipment capable of doing the following operations: Starting from strip rolls, type of material to be cut—unhardened steel band; resistance of material in cutting operations—36 kilograms per sq. mil.; maximum width of material before cutting—1,050 millimeters; maximum width of material after cutting—215 millimeters; maximum thickness of material to be cut—3.25 millimeters; minimum thickness of material to be cut—1.00 millimeters; maximum number of simultaneous cuts at maximum thickness—8; maximum simultaneous cuts at any thickness—8; maximum weight of roll to be fitted to the support—7,000 kilograms; inside diameter of roll—500 and 610 millimeters; maximum outside diameter of roll = 1,676 millimeters; characteristics of electric power = 380 volts, 82 amperes, three phase; approximate weight of material to be cut monthly = 600 ton. Urgently request price quotations, descriptive literature, and/or technical data. Request price quotations of iron and steel containers, pallets and other handling and storage materials. Estampaciones Metalicas Del Natahoyo—ESMENA (manufacturer), 17-23 Arcipreste de Hita, Gijon, Oviedo. WTD 2/7/66.

● **SUDAN**—One crankshaft grinder, tender No. 3505, bid deadline July 28; one 3½" center lathe, distance between centers—16-18", tender No. 3509, bid deadline Aug. 3; and a screw and nut tapping machine, tender No. 3518, bid deadline Aug. 11. Equipment must be suitable for operation from 415 volt, 50 cycle, 3 phase a.c. current. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

● **IRAQ**—Supply of various machinery for the production of dry cell batteries. Tender No. PROD. 4/11-966, bid deadline July 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Cryogenic processing equipment for metalworking and other industries. Handelmij. Avio-Diepen N.V. (importer, wholesaler), Airport Ypenburg, Rijswijk (Z-H). WTD 8/18/65.

Specialized equipment for the chemical industry, oil and pipeline industry; pipe bending, pipeline fittings, fire fighting, drilling, anticorrosive piping, special pumps. Vedriex N.V. (importer, wholesaler), 140 Stadhouderplantsoen, The Hague. WTD 6/14/65.

PHILIPPINES—Canvas making and fish netting machines. Mr. Ricardo P. Hermoso, Vice-President, Crown Textiles Corp. (manufacturer), 448 P. Gomez, Sta. Cruz, Manila. WTD 4/12/65.

356 General industrial machinery

AUSTRIA—Compressors of the types used in garages and automotive repair shops for lifting platforms, inflating tires, for paint and other spray guns. Grease guns and other lubricating equipment for automotive maintenance, mechanical and hydraulic. Direct purchase and agency. Fritz Zakrajsek (importer, wholesaler, manufacturer's representative); Grazbachgasse 39, A-8010 Graz. WTD 4/7/66.

NETHERLANDS—Air compressors; other technical durable consumer goods; capital equipment. Exclusive agency and direct purchase. Motorenfabriek De Sutter, (importer, wholesaler, retailer, exporter), 104-106 Wm. van Hillegaersbergstraat, Rotterdam. WTD 3/8/66.

● **SUDAN**—One diesel driven, vertical, centrifugal pump with a 3,000 gallon per hour capacity. Tender No. 3517, bid deadline Aug. 9. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

BELGIUM—Accessories for card punching systems, magnetic tapes, office machines. Hansma n.v. (importer, wholesaler), 12 Lange Nieuwstraat, Antwerp. WTD 6/11/65.

362 Electrical industrial apparatus

PHILIPPINES—Electrical components including relays, switches, and thermostats. Direct purchase and agency. Mr. A. G. Candelaria, Manager (importer, wholesaler, retailer, indentor), Lanuza & Company, Inc., 443 Sales, Box 3611, Manila. WTD 6/10/65.

363 Household appliances

FINLAND—Electric household appliances of all kinds: a.c. 220 v., 50 cycles. Requests full details, price lists, terms. Pohjoismainen Sahko-Osakeyhtio (importer, distributor, manufacturer, exporter), Vuorikatu 14, Helsinki 10. WTD 6/21/65.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 3,000 signal lamps. Tender No. 1149/(T)/EL(UBR)/65-66, bid deadline, July 13. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5345).

● **IRAQ**—Supply of 300 lanterns operating on 4 v. dry batteries. Tender No. INQ/65/DME/3. Bid deadline, July 7. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5345).

SWEDEN—Electronic connectors used in aero-space systems. Must be interchangeable with Cannon and Deutsch. Direct purchase and agency. AB Trako (importer, wholesaler, sales agent), Tegnergatan 4, Stockholm. WTD 7/24/64.

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365 Radio, TV receiving sets

FINLAND—Radio and television receiving sets, amplifiers, tape recorders, record players, combinations thereof: a.c. 220 v., 50 cycles. Requests full details, price lists, terms. Pohjoismainen Sahko-Osakeyhtio (importer, distributor, manufacturer, exporter). Vuorikatu 14, Helsinki 10. WTD 6/21/65.

NETHERLANDS—Phonograph records and pre-recorded tapes for home entertaining, including popular, semi-classical and classical

music. N.V. Borsumij-Wehry (importer, wholesaler), 56 Scheveningseweg, The Hague. WTD 11/3/64.

PHILIPPINES—Tape recorders; direct purchase and agency. Mr. Rufino B. Reyes, Manager, Photo Dept., Botica Boie, Inc. (importer, wholesaler, retailer), 308-316 Escolta, Box 299, Manila. WTD 10/18/65.

366 Communications equipment

● **SUDAN**—Supply of 400 automatic table telephone sets, 400 automatic telephone extensions, 100 central battery or magneto portable telephone sets. Contract No. 204, bid deadline July 5. Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

NETHERLANDS—Nuclear and medical electronics for telecommunication, automation and measuring systems, also audio equipment for use in hospitals. Ing. Bur. Koning en Hartman N.V. (importer, wholesaler, engineer), 42 Haagweg (Lsd), The Hague. WTD 9/11/64.

Electronic components and instruments for aircraft instrumentation, measuring and controlling of properties and data processing and automation for industry. Ing. Bur. Vrins N.V. (importer, wholesaler), 58 Sweelinckstraat, The Hague. WTD 8/3/64.

Electronic equipment and components for industry, aviation and aerospace, especially those used for automation, communication and navigation sectors. Handelmij. Avio-Diepen N.V. (importer, wholesaler), Airport Ypenburg, Rijswijk (Z-H). WTD 8/18/65.

369 Electrical machinery, equipment, supplies

● **IRAQ**—Supply of 10,000 battery sockets. Tender No. 66/PROD/4/13, bid deadline July 12. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq.★ (Telephone: 202-WO 7-5345).

371 Motor vehicles, motor vehicle equipment

PHILIPPINES—Surplus military vehicles, i.e. trucks, jeeps, and spare parts. Mr. Go Chiong Ting, Proprietor, New Land Motor Parts (importer, wholesaler), 1110 Claro M. Recto Ave., Manila. WTD 5/13/65.

Automotive parts and accessories. Direct purchase and agency. Mr. John R. Kuykendall, Asst. General Manager for Parts and Service, Northern Motors, Inc. (importer, wholesaler, retailer), 1007 United Nations Ave., Box 3390, Manila. WTD 1/25/66.

373 Ship, boat building, repairing

NETHERLANDS—Pleasure craft; other technical durable consumer goods; capital equipment. Exclusive agency and direct purchase. Motorenfabriek De Sutter (importer, wholesaler, retailer, exporter), 104-106 Wm. van Hillegaersbergstraat, Rotterdam. WTD 3/8/66.

379 Transportation equipment

NETHERLANDS—Loading and other product-handling equipment, also for cryogenic consignments, for use in industrial plants, air-transport and aerospace programs. Handelmij. Avio-Diepen N.V. (importer, wholesaler), Airport Ypenburg, Rijswijk (Z-H). WTD 8/18/65.

381 Engineering, laboratory, scientific, research instruments

● **CHILE**—Supply of 11 tachymeter theodilites, 80 topographical sights, 4 transits, 3 tripods, 8 planimeters, 3 compasses, 7 precision pantographs. Tender No. 82, bid deadline July 5. Terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion de Aprovisionamiento del Estado, Amunategui No. 66, Casilla (P.S. Box) 24-D, Santiago.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

NETHERLANDS—Small, non-technical medical supplies including medical instruments, dressings, sutures, drill bits, surgical masks and gloves. L.O. Sap N.V. (importer, wholesaler), 88-2de Sweelinckstraat, The Hague. WTD 3/29/66.

● **TUNISIA**—Supply of surgical instruments and hospital equipment for wards, kitchen, etc. Tender No. 1382, bid deadline July 31. Specifications in French. Correspondence preferred in French or English. Tender documents available from the following agency, where bids should also be submitted: Secretariat d'Etat a la Sante Publique, Service des Achata, Rue de Kairouan, Tunis, Tunisia. Copy of the tender documents, in French, available for office inspection only in the U.S. Department of Commerce, Scientific, Photographic & Business Equipment Division, BDSA, Room 4118, Washington, D.C.

386 Photographic equipment

PHILIPPINES—Photographic equipment-supplies-accessories including cameras, enlargers, films, chemicals, sensitized paper, audio-visual aid equipment, e.g. 35-16-8mm projectors as well as cinematography and audio-visual aids. Direct purchase and agency. Mr. Rufino B. Reyes, Manager, Photo Dept., Botica Boie, Inc. (importer, wholesaler, retailer), 308-316 Escolta, Box 299, Manila. WTD 10/18/65.

SWEDEN—Overhead projectors and accessories. Electrostatic copies and accessories. Direct purchase and agency. Lars Nyman AB (importer, retailer, wholesaler, sales agent), Gustafsvagen 5, Solna. WTD 5/24/66.

394 Toys, amusement, sporting, athletic goods

SWEDEN—Toys, sporting goods, all kinds. Agency and direct purchase. Handelsfirman Libro A. Johansson (agent, importer), Box 2130, Goteborg 2. WTD 5/26/66.

396 Costume jewelry, novelties, buttons, notions

SWITZERLAND—Buckles, western and cowboy style; costume novelties for cow-boys. Regamey Sport (importer, retailer), Rue du Tunnel 15, 1000 Lausanne. WTD in preparation.

399 Manufacturing industries

BELGIUM—Gift items to be sold in luxury type retail stores, such as: china ware, decorative glass ware, small decorative furniture, mirrors, dining sets, crystal ware, art gallery articles. Salka (importer, retailer), 109 Van Putlei, Lint, Antwerp. WTD 5/23/66.

505 Farm products

PHILIPPINES—Raw hides from cows, steers and bulls. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

PHILIPPINES—Milk powder in cans. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

251 Household furniture

NETHERLANDS—High quality lounge chairs, sofas, etc. Exclusive agency for The Netherlands and West Germany. Quote c.i.f. Rotterdam prices. Handelsonderneming Metro '64 (commission merchant, sales agent, exporter), 78a Pleinweg, Rotterdam. WTD 5/16/66.

283 Drugs

VENEZUELA—Raw material used in the pharmaceutical industry (bulk pharmaceuticals, fine chemicals), requests replies in Spanish. Pedro Gonzales Diez (sales agent), Apartado 3518, San Jacinto a Dr. Paul, Edificio Bibasbe, Piso 3, Oficina 8, Caracas. WTD 5/26/66.

349 Fabricated metal products

PHILIPPINES—Stainless steel valves. Mr. Antonio M. Garcia, Vice-President and General Manager, Chemical Industries of the Philippines, Inc. (importer, wholesaler, retailer, mfr.), 209 Natividad Bldg., Escolta St., Manila. WTD 9/14/65.

Brass gate valves. Mr. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

353 Construction, mining, materials handling machinery

PHILIPPINES—Power shovels and cranes,

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

material handling equipment. Mr. H. W. Saint-Onge, Vice-President and General Manager, Air Mac Philippines, Inc. (importer, wholesaler, retailer), Suite 101, P & M Bldg., 2129 Pasong Tamo, Makati, Rizal; Box 307, Manila. WTD 1/26/65.

354 Metalworking machinery

PHILIPPINES—Acetylene and oxygen welding equipment. Mr. Gregorio Uy, Manager, Quality Factors Co. (indentor), 514 Alliance Bldg., Rosario St., Box 3979, Manila. WTD 12/27/65.

SWEDEN—Air pressured impact wrenches (air powered). Heyco Verktygs AB (importer, wholesaler, sales agent), Grevgatan 15, Stockholm. WTD 6/29/65.

355 Special industry machinery

PHILIPPINES—Logging and mining machinery and supplies. Mr. H. W. Saint-Onge, Vice-President and General Manager, Air Mac Philippines, Inc. (importer, wholesaler, retailer), Suite 101 P & M Bldg., 2129 Pasong Tamo, Makati, Rizal; Box 307, Manila. WTD 1/26/65.

Tanning and paper making machinery; and sugar central equipment. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

357 Office, computing, accounting machines

PHILIPPINES—Office equipment and machines including typewriters, adding machines, and calculators. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

361 Electric transmission, distribution equipment

PHILIPPINES—Power transformers. Polytrade Corp. (importer, wholesaler, retailer, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

366 Communications equipment

PHILIPPINES—Air communications and telecommunications equipment. Polytrade Corp. (importer, wholesaler, retailer, indentor, exporter), 3rd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. Attn: Marketing Manager. WTD 7/26/65.

371 Motor vehicles, motor vehicle equipment

PHILIPPINES—Jeep and truck replacement parts; surplus spare parts for trucks. Mr. E. P. Maranan, President and General Manager, Edmars Commercial (indentor), 413 Nueva, Box 4339, Manila. WTD 8/13/65.

VENEZUELA—Accessories for cars. Requests replies in Spanish. Armar, C.A. (importer, wholesaler, sales agent), Apartado 11570 del Este, Calle Los Angeles, Chacao, Caracas. WTD 5/20/66.

394 Toys, amusements, sporting, athletic goods

VENEZUELA—Toys and dolls. Requests replies in Spanish. Pedro Gonzales Diez (sales agent), Apartado 3518, San Jacinto a Dr. Paul, Edificio Bibasbe, Piso 3, Oficina 8, Caracas. WTD 5/24/66.

399 Manufacturing industries

VENEZUELA—Ornaments for Christmas trees, artificial Christmas trees. Agency for all of Venezuela; requests replies in Spanish. Pedro Gonzalez Diez (sales agent), Apartado 3518, San Jacinto a Dr. Paul, Edificio Bibasbe, Piso 3, Oficina 8, Caracas. WTD 5/24/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Nonalcoholic Beverages—Manufacturers—El Salvador.

Boat and Ship Builders, Repairers, and Chandlers—Hong Kong.

Boat and Ship Builders, Repairers, and Chandlers—Philippines.

Canneries and Frozen Foods—Producers and Exporters—Bolivia.

Canneries and Frozen Foods—Producers and Exporters—Italy.

Confectionery—Importers, Dealers and Manufacturers—United Kingdom.

Cooperage and Containers—Importers and Dealers—Denmark.

Dental Supply House—Germany.

Furniture—Importers and Dealers—France.

Laundry and Dry Cleaning Industry—Guatemala.

Leather and Shoe Findings—Importers and Dealers—United Kingdom.

Machinery and Equipment—Farm—Importers and Dealers and Manufacturers—Netherlands Antilles.

Meat Packing, Sausage and Casings—India.

Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Lebanon.

Plastic Materials—Importers, Dealers and Manufacturers—El Salvador.

Vending Machines—Importers and Dealers—Australia.

Leads for Importers

Commodities are offered direct unless specified

106 Ferroalloy ores, except vanadium

MALAYSIA—Columbite ex-stock. Direct sale or through agents. Sharikat Boonpin (importer, exporter, wholesaler, indent agent), Boonpin House, Batu Lima, 5th mile Klang Rd., Kuala Lumpur. WTD 5/15/66.

109 Miscellaneous metal ores

MALAYSIA—Ilmenite approximately 3,000 to 4,000 long tons per month; monazite approximately 50 long tons per month; Zirconium approximately 100 long tons per month. Direct sales or through agents. Sharikat Boonpin (importer, exporter, wholesaler, indent agent), Boonpin House, Batu Lima, 5th mile Klang Rd., Kuala Lumpur. WTD 5/15/66.

203 Canning, preserving foods

BRAZIL—Husked cashew nuts in bulk; canned heart of palm, peas and asparagus; fruit juices such as mango, pineapple, pear, apple, grape, tomato and maypop (maracuja), canned or packed in glass containers; canned strawberries and pineapples. Direct sale or through well-established agents. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent, exporter), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

204 Grain mill products

BRAZIL—Edible corn oil. Direct sale or through well-established agents. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent, exporter), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

209 Food preparations

BRAZIL—Castor oil and peanut oil. Direct sale or through well-established agents. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent, exporter), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

225 Knitting mills

BRAZIL—Ladies' bathing suits (Helanca); men's bathing shorts (Helanca). Direct sale or through well-established agents. Malharia Vencedor Ltda. (knitting mill), Rua Aristides Lobo 144, Rio de Janeiro ZC-10, Estado da Guanabara. WTD 12/17/65.

KOREA—Acrylic, woolen and blended sweaters. For sale to importers or distributors. Dong Kwang Knitting Factory (manufacturer, exporter), Central P.O. Box 507, Seoul. WTD 8/16/65.

MALAYSIA—Nylon stockings for women and nylon socks for men and children. Also woolen socks and stockings and nylon/cotton stockings. Direct sale or agency. Goodhill Ltd. (manufacturer, wholesaler), 114 Jalan Semangat, Petaling Jaya. WTD 3/4/65.

242 Sawmills, planing mills

MALAYSIA—Malayan timber: logs and lumber. Direct sale or through agents. Maran Road Sawmill (exporter, wholesaler, manufacturer), Bangkok Bank Building, 8th floor, Jalan Bandar, Kuala Lumpur. WTD 5/26/66.

Malayan sawn timber—approximately 1,000 tons per month. Direct sale or through agents. Sharikat Boonpin (importer, exporter, wholesaler, indent agent), Boonpin House, Batu Lima, 5th mile Klang Rd., Kuala Lumpur. WTD 5/15/66.

311 Leather tanning, finishing

BRAZIL—Cured oxen, sheep and goat skins. Direct sale or through well-established agents. Carnimpex Importacao Exportacao Represenacoes Ltda. (wholesaler, agent, exporter), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

336 Non-ferrous foundries

KOREA—Brassware, ash-trays, bells, candlesticks, etc. For sale to importers and distributors. Keang Nam Enterprise, Ltd. (manufacturer, exporter), 151, 2-ka, Inhyun-dong, Chung-ku, Seoul. WTD 2/9/66.

367 Electronic components, accessories

SPAIN—Radio and TV components. Julio del Olmo Van Hamme (manufacturer, wholesaler, importer), Camp, 69, Barcelona 6. WTD 4/29/66.

384 Surgical, medical, dental instruments

SPAIN—Electrical hearing aids. Gaes, Via Layetana (manufacturer, importer, exporter, wholesaler, retailer, agent), 158, Barcelona 9. WTD 5/26/66.

399 Manufacturing industries

KOREA—Nail clippers. For import through distributors. Il Jung Manufacturing Co. (manufacturer, exporter), Central P.O. Box 226, Seoul. WTD 5/2/66.

MALAYSIA—Wigs, colored and black. Direct sale or agency. Continental Ladies Hairdresser (importer, retailer, exporter, manufacturer), 5th floor, China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 5/17/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—(A$1 = approx. U.S. $1.12). A **ten-year port development plan** was announced by the Maritime Services Board of New South Wales, affecting principally Sydney and Newcastle. Estimated cost is A$74 million, and additionally A$92 million will be spent on regular maintenance of existing facilities. The plan has been divided into two five-year periods, with definite projects scheduled for the first period.

SYDNEY: The program will result in **22 new or reconstructed wharves** being brought into use in the Port of Sydney, and **four dolphin berths** at Snails Bay. Thirteen will be built during the first five-year period. The plan includes **completing the wharf complex under construction at Nos. 7 to 10 berths at Darling Harbor, redeveloping the remainder of Darling Harbor wharfage, providing four new berths on the Balmain foreshore, reconstructing berths No. 11 at Woolloomooloo and 25 at Pyrmont,** and **reconstructing Glebe Island berths Nos. 4, 5, 6, 7, and 8.** The new berths will be capable of adaption to the use of containers.

NEWCASTLE: Plans include the virtual **reconstruction of all existing wharves.** In the 10-year period, 12 are to be completed, **8 of which are scheduled in the first 5-year period.** Other projects planned in Newcastle's development include these: **Building four tug berths, deepening the harbor, constructing an oil berth at Walsh Island and a silo berth on Carrington Basin, and rebuilding other wharves.**

BURUNDI—The International Development Association (IDA), an affiliate of the World Bank, has approved a credit equivalent to $1.1 million to the Kingdom of Burundi. The credit will help finance the improvement and expansion of the water supply system in Bujumbura, the capital. The additional capacity will meet the demand of the Bujumbura area until about 1978, and the facilities could easily be expanded thereafter.

The project includes the construction of a water intake crib to be located about a half mile offshore in Lake Tanganyika; an intake line form the crib to a pump station onshore; a water treatment plant with a capacity of about 14,500 cubic meters a day; a small storage reservoir, electrical facilities, interconnecting pipes, transmission lines and additions to the distribution system.

The new works will be built and operated by Regie de Distribution d'Eau et d'Electricite (Regideso), the national water and electricity authority. Construction is scheduled for completion in 1969 at a total estimated cost equivalent to $1.7 million; 65% ($1.1 million) will be in foreign exchange and will be covered by the IDA credit; Regideso will finance the remaining costs from its own resources.

GUINEA—A World Bank loan, equivalent to $1.7 million, to the Republic of Guinea will finance the foreign exchange costs of **field surveys and the engineering studies for the proposed railroad, port and town** to be built for the development of Guinea's rich bauxite deposits. This will be the first Bank loan to be made exclusively for engineering work.

The bauxite deposits in the Boke region of northwestern Guinea are among the most abundant in the world. In 1963 the Government of Guinea entered into an agreement with a subsidiary of the United States firm, Harvey Aluminum (Incorporated), with respect to the development of these deposits. To permit the transportation and shipment of the bauxite, it will be necessary to construct facilities which are expected to comprise a port capable of handling 2,000 tons of bauxite an hour, a town situated near Dougofissa, and a railroad line extending about 85 miles from the port to the proposed mine at Sangaredi.

Preliminary engineering studies have been made by the engineering firm, Societe de Traction et d'Electricite (TRACTIONEL) of Brussels, Belgium; this firm will undertake the field surveys and detailed engineering work to complete the project design. The engineering services to be financed by the Bank loan will enable the Government of Guinea to obtain firmly based estimates of the construction costs of the proposed railway, port and township.

MALTA—(1L=U.S. $2.80). Simonds-Farsons-Cisk Ltd (SFC), the local firm which owns and operates Malta's modern brewery, is planning to build a **300-room hotel at Rabat, Malta.**

The company has established a separate corporation—Farsons Investments Ltd. (FIL)—with a share capital of £600,000 to undertake the construction and operation of the new project. SFC has already subscribed £350,000. The balance of £250,000 in shares of £1.0.0 each will be offered to the public. It is estimated that the total cost of the project will reach £800,000.

The hotel will be a deluxe establishment with 300 beds, several enclosed and open-air **restaurants, lounges, convention halls, a swimming pool, a miniature golf course and other attractive features.** The site chosen for the hotel is one of the most beautiful in Malta. The hotel is expected to be in full operation by Spring 1968 and will employ between 120 and 150 persons.

In charge of construction are Dott. Ingeniere Prof. Mario Loratik Ingeniere Mazetti and Architetto Brugnoli (Italian) and Mr. C. Falzon, A. & C. E. (Maltese) together with Mr. J. Anastasi, Works Manager. **Write:** Simonds-Farsons-Cisk Ltd., The Brewery, Imriehel, Malta.

SAUDI ARABIA—A copy of the Saudi Roads Department's progress report, dated February 1966, is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230, telephone: 202-967-4674.

The report indicates that as of February 1966 construction contracts under the 5,466 kilometer major highway program had been awarded for a total of 2,440 kilometers. Virtually the entire mileage had reached the "under study" (location or design) phase.

Page 4 of the report indicates that 2,664 kilometers of the American and European designed and supervised highway program remain to be advertised for tender.

The Roads Department's Secondary Roads Program has not received as much publicity as the major highway program. Page 6 covers progress under the Secondary Roads Program, supervision of which is conducted directly by Ministry of Communications personnel rather than by an engineering firm under contract to the Ministry.

VENEZUELA—(Bs. 4.50=$1). The Director of Tourism for Venezuela, Dr. Antonio Barrera Melendez, recently announced that **45 projects for hotel construction** in Venezuela have been presented to his office. These would involve more than 1,550 rooms valued at more than Bs. 30 million.

Write: Direccion de Turismo, Torre Sur 7° piso, Ministerio de Fomento, Centro Simon Bolivar, Caracas, Venezuela.

Construction Awards

IRAQ—The Directorate General of the Baghdad Sewerage Board has awarded Contract No. 6 for construction of the drainage system in the Waziriyah section of Baghdad to the state-owned Bulgarian organization Technoexportstroy, at a price of ID 1,720,000 ($4,816,000). Technoexportstroy also has contracts with the Ministry of Communications for construction of the new Baghdad International Airport, nine road bridges in the Central Euphrates area, and the Garmat Ali bridge near Basra.

Contract No. 8A for construction of the trunk sewer and lift pumping station in the Karradah section of Baghdad has been awarded to the Baghdad contractor Rafiq Mohammed Salem Naji Jawad Building, Victory Square, Baghdad, at a price of ID 489,581 ($1,370,827).

Contract No. 7 (Baghdad T.O. 10, July 2, 1965) for construction of the sewerage system in the Adhamiya and Sulaikh sections of Baghdad has not yet been awarded.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Brian Cameron France, General Sales Manager, Noyes Bros. Pty. Ltd., Frederick St., St. Leonards, Sydney, **interested in meeting U.S. firms in the field of mechanical engineering, and discussing possibilities for turnkey plant construction in cooperation with his firm.** End of June via New York for 5 weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, Buffalo, Pittsburgh, Chicago, Milwaukee, Los Angeles, San Francisco, Seattle. WTD 5/2/66.

EL SALVADOR—Jose Luis Garcia de Leon Garcia, Productos Quimicos Industriales, 15a. Avenida Norte No. 1323, San Salvador, **interested in visiting chemical plants, in purchasing machinery for his firm, and requesting technical information.** June 5 via New York for 3 weeks. c/o Taft Hotel, 7th Ave. & 50th St., New York, N.Y. 10019. Itinerary: New York, Milwaukee, Houston. WTD 1/20/66.

ISRAEL—Josef Ben-Jaakob, Director, Mifalei Emek Hayarden (Jordan Valley Council), Tzemah Doar Na, Emek Hayarden, **interested in purchasing agricultural equipment and heavy machinery, such as earth-moving machinery, visiting factories where such equipment is manufactured, and areas where the equipment is used;** requesting technical information, know-how, and training in the use of such purchased equipment.

Ouri Yoefe, Director, Mifalei Emek Bikat Beit Shaan Ltd. (regional enterprise), Doar Na, Beit Shaan, and Ijiam Finerman, Director, Mifalei Gilboa Ltd. (Gilboa Regional Council), Moatza Ezorit, Doar Na Hagilboa, will accompany Mr. Ben-Jaakob as members of a purchasing team for agricultural equipment and heavy machinery.

The team will be in the United States 2 months and interested firms may contact the Israel Supply Mission, 850 3rd Ave., New York, N.Y., for further information.

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JAPAN—Kazuo Nakao, Planning Manager of the Japan Department Store Merchandising Association (JMA), Chitose Building, 868 2-chome Ikebukuro Toshima-ku, Tokyo, and Coordinator for JMA's **World Survey Tour on Cooperative Purchasing,** arrived with 5 JMA members in New York June 7 for 3 weeks of travel in the United States.

Members of the group are Kohei Hatta, Executive Director, Daiwa Department Store, Kanazawa; Kazuo Hayama, Director, Izutsuya, Yawata; Masaya Kumamoto, Assistant Sales Manager, Yamakataya, Kagoshima; Satoshi Matsui, Assistant Sales Manager, Meitetsu Department Store, Nagoya; Kinya Matsumoto, Director, Iwataya, Fukuoka.

The group's itinerary will cover visits to the following cities: New York, Chicago, Washington, Miami, New Orleans, Dallas, Mexico City, Los Angeles, Las Vegas, San Francisco, Honolulu.

Interested firms may contact the group through Seibu (New York) Ltd., 29 W. 36th St., New York, N.Y. 10018, or Seibu Corp., 6060 Wilshire Blvd., Los Angeles, Calif. 90036.

LIBERIA—Edmond S. Azar, President, Abi-Jaoudi & Azar Trading Corp., Randall St., P.O. Box 36, Monrovia, **interested in importing food items, beverages, kitchenware.** June 12 via New York for one month. c/o Gilman International, Inc., 101 Maiden Lane, New York, N.Y. Itinerary: New York, Washington. WTD 10/20/65.

NETHERLANDS—E. L. G. Nieboer, Managing Director, Nieboer, N.V., 6-26 Paulus Potterstraat, Groningen, **interested in establishing business contacts with U.S. manufacturers of paint apparatus, spray guns, do-it-yourself equipment, hardware items.** June 2 via Chicago for 3 weeks. c/o Binks Mfg. Co., 3118 Carroll Ave., Chicago, Ill. 60612. Itinerary: Chicago; Springfield, Ill.; Minneapolis; Madison, Wisc.; Indianapolis, Philadelphia; New York; Washington. WTD under revision.

PANAMA—Morris Sasson, Confecciones Panamenas, S.A., No. 13-09 Calle H or P.O. Box 3138, Panama, **interested in visiting U.S. manufacturers of men's, boys', and women's apparel, such as dress slacks, sport shirts, skirts; requesting technical information on modern manufacturing methods and equipment.** June 20 via New Orleans for 1 month. c/o Department of Commerce New Orleans Field Office. WTD 2/8/66.

SAUDI ARABIA—Georgous S. Kyourkji Saleh al-Fawzan, P.O. Box 568, Riyadh, **interested in purchasing used and reconditioned automobile engines for resale in Saudi markets.** About June 16 via New York for 45-60 days. c/o Federal-Mogul Service, 222 W. 65th St., New York, N.Y. Itinerary to be arranged. WTD in preparation.

SOUTH AFRICA—T. Sarfin, Design Manufacturers (Pty) Ltd., 28 Maraisburg Road, Croesus, Johannesburg, or P.O. Box 91, Industrai, Transvaal, **interested in manufacturing children's furniture; requesting technical information.** June 27 via New York for two weeks. c/o Standard Bank of South Africa Ltd., 52 Wall St., New York, N.Y. Itinerary: New York, Missouri (time permitting). WTD 5/10/66.

SWEDEN—Ake Sahlin, VM Products, Storgatan 4, Orebro, **interested in meeting U.S. firms to discuss possibility of licensing agreement for manufacture of protein pill 'VM-Protein"; requesting technical information.** June 13 via New York for three weeks. c/o Department of Commerce New York Field Office. Itinerary: New York, other cities to be arranged as required. WTD in preparation.

K. Stier, Managing Director, Stoko AB, Vallingatan 35, Stockholm C, **interested in establishing contact with U.S. advertising or public relations firm to discuss joint venture agreement regarding patented ball bearing, used for display purposes in advertising and retail outlet enterprises, which has a friction resistance only 1/1000 of existing ball bearings.** June 20 via New York for 10 days. c/o Trade Commission for Sweden, 8 E. 69th St., New York, N.Y. 10021. Itinerary: New York, possibly Washington. WTD 4/27/66.

SWITZERLAND—Walter Sigenthaler and Mrs. Zita Klaus, representing Serva-Technik Ltd., Rietstrasse 10, 8152 Glattbrugg, **interested in agencies for low pressure spraying apparatus; compressors, particularly rotary compressors; blowers, vacuum installation, electrical agitating equipment.** June 6 via New York for two months. Itinerary: c/o The DeVilbiss Co., 296 Philips Ave., Toledo 1, Ohio; Cleveland; Chicago; c/o Snap-On Tools Corp., 8049 28th Ave., Kenosha, Wis. 53140; cities in California. WTD in preparation.

New Books and Reports

How Business Economists Forecast. **Edited by William F. Butler and Robert A. Kavesh. Prentice-Hall, Englewood Cliffs, New Jersey. 540 pp. $15.95.**

A series of essays by some of the leading business forecasters, outlining the methods they use in arriving at their predictions. The 26 essays are broken down into five sections: major approaches to busines forecasting; forecasting the gross national product; industrial and sales forecasting; financial forecasting; and using and evaluating forecasts. The major emphasis is on short-term forecasting methods (roughly a year to a year-and-a-half). When relevant, however, long-term techniques are included.

The editors feel that the book should prove of practical value to businessmen in giving them a better insight into the workings of the economy and thus be better able to supervise or evaluate forecasts. They liken it to a cookbook: "Reading a good cookbook doesn't necessarily make one a fine chef—but it can often help."

Write: Prentice-Hall, Inc. Publishers, Englewood Cliffs, New Jersey 07632.

Overseas Business Reports. **U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

Basic Data on the Economy of Uganda. OBR 66-19. 17pp. Outlines the structure of Uganda's economy, the various industrial sectors, the financial system, its foreign trade performance, the Government's role in the economy, and the over-all economic outlook.

Foreign Trade Regulations of Argentina. OBR 66-21 7pp. Reviews Argentina's trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, labeling and marking requirements, nontariff import controls, export controls and taxes, and U.S. controls which affect trade with Argentina.

Establishing a Business in Colombia. OBR 66-22. 19pp. Discusses the Colombian investment climate, rights of foreigners, Government intervention and regulation, the amount and types of U.S. investment, U.S. Government assistance to investors, credit and financing facilities, entry and repatriation of capital, permissible forms of business organization, representatives or sales agents, industrial property protection, labor legislation, and taxes affecting businesses.

Market Information on Electronic Products in France. OBR 66-23. 5pp. Describes the overall market outlook, customs duties applicable to imports, and reviews the sales performance of radio receivers, television sets, audio equipment, commercial-industrial-military electronics goods, and electron tubes and semiconductors.

Establishing a Business in Singapore. OBR 66-27. 10pp. Contains the same type of information as OBR 66-22, above.

Foreign Trade Regulations of Brazil. OBR 66-28. 8pp. Contains the same type of information as OBR 66-21, above.

Establishing a Business in Austria. OBR 66-25. 19pp. Contains the same type of information as OBR 66-22, above.

Basic Data on the Economy of Sweden. OBR 66-26. 17pp. Contains the same type of information as OBR 66-19, above.

Foreign markets surveyed

The Foreign Market Surveys prepared by overseas market research firms for use in the Commerce Department's Office of International Trade Promotion's export expansion activities, have been added to the growing list of publications now available to U.S. exporters through the Commerce Clearinghouse.

First titles in the series, which are detailed studies of the market for specific commodities in individual countries, include (the first price is for bound copies, the second for microfiche):

The West German **Plastics** Market. PB-170 344, $4 or 75 cents;

The Market for **Aircraft Maintenance Equipment** in Japan. PB-170 345, $4 or $1;

The Market for **Aircraft Communications Equipment** in Japan. PB-170 346, $3 or 50 cents;

The **Industrial Instrumentation** Market in Mexico. PB-170 347, $2 or 50 cents.

The **Packaging and Packing Equipment** Market in Mexico. PB-170 348, $2 or 50 cents.

The Japanese Market for **Hotel, Restaurant and Institutional Kitchen Equipment.** PB-170 349, $3 or 75 cents.

The Market for **Equipment and Appliances for Institutional Kitchens** in France. PB-170 350, $2 or 50 cents.

The **Dental Equipment** Market in Italy. PB-170 351, $3 or 75 cents.

The Market for **Food Processing** Equipment in Italy. PB-170 352, $2 or 50 cents.

The **Commercial and Industrial Refrigeration** Machinery and Equipment Market in Spain. PB-170 353, $3 or 50 cents.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151.

Fourteenth General Report on the Activity of the ECSC. **Luxembourg, 1966. 476 pp. $3**

The High Authority of the European Coal and Steel Community has published in French its Fourteenth General Report covering the Community's activities over the period February 1, 1965-January 31, 1966. Like its predecessors, the current comprehensive review deals in five chapters with the Community's Institutions and Foreign Relations, its Energy Problems, the Common Market for Coal and Steel, Long-term Development of Industries, and Social Policy.

Write: European Economic Community Information Office, 808 Farragut Bldg., Washington, D.C. 20006.

Il Taccuino dell-Azionista (Handbook for Stockholders), (XVII Edition). **Published by SASIP, Milan, Italy. 754 pp. 8,000 lire ($12.80) plus 1,620 lire ($2.60) air parcel post to U.S.**

This book should be of value to anyone interested in the Italian stock market or in the organization and financial history of the large Italian stock companies. Written in Italian, the book is divided into sections on major stock firms, on the Italian Government industrial development corporation (IRI), on the government petroleum corporation (ENI) and on Italy's ten stock exchanges.

Write: SASIP, Via San Vittore al Teatro 1, Milan, Italy.

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Calendar *for international traders*

ATLANTA—June 23—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—June 24—American Textile Manufacturers Institute, Inc., Hilton Inn. Speaker: **Stanley Nehmer, Deputy Asst. Secretary for Resources.**

BALTIMORE—June 23—Foreign Seminar, Maryland National Bank. Sponsors: Baltimore Field Office, Department of Commerce; Maryland National Bank; REEC.

CEDAR FALLS, IOWA—July 6—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CEDAR RAPIDS, IOWA—June 21—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 5:30 p.m., plant tour of Iowa Manufacturing; 7:30 p.m., dinner, Roosevelt Hotel.

CHICAGO—June 21—Patent Law Assn. of Chicago, Meeting on International Trademarks, 3:30 p.m., Chicago Bar Assn.

CHICAGO—July 7-8—Businessmen's Consultations with Oliver Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

CHICAGO—July 14—Meeting for Exporters, Field Office.

CINCINNATI—July 22—Export Workshop, Field Office. Sponsors: Cincinnati Field Office, Department of Commerce; REEC.

CLEVELAND—June 22—Middle East Conference, 10 a.m.-12 noon, East Ohio Gas Co. Speaker: **John B. Breen, Bureau of International Commerce.** Sponsors: REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—July 13—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—July 27—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

DAYTON, OHIO—July 22—Export Workshop. Sponsors: World Trade Dept. of Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

DETROIT—June 28—Export Seminar, 9 a.m.-12:30 p.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

DETROIT—June 28—Businessmen's Consultations by appointment only with Elmer W. Klapmeier, member, U.S. Trade Missions to Iran/Afghanistan and Iraq/Kuwait/Lebanon, 1:30-5 p.m., Field Office.

HONOLULU—June 22—Businessmen's Consultations with Edward C. Howatt, Commercial Officer, Melbourne, Australia. Field Office.

KANSAS CITY, MO.—June 23—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—June 24-25—Counseling Mid-Continent Clients Who Trade Abroad, 5100 Rockhill Rd. Sponsors: Law Center, University of Missouri at Kansas City; REEC; Kansas City Field Office, Department of Commerce.

KANSAS CITY, MO.—July 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MIAMI—June 23—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—June 29—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MINNEAPOLIS—July 12—Businessmen's Consultations by appointment only with Oliver B. Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

NEW YORK—June 21—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton.

NEW YORK—June 21—FCIB Hardware-Automotive & Allied Trades Group, 12:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—July 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

ST. LOUIS—June 28—Export Workshop, Doane Agricultural Service. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

WHITE PLAINS, N.Y.—July 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

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